A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 28, 1966

Presidential export awards now top 700

Business Bulletins *from around the world*

BELGIUM—Cobenam S.A., wholly owned Belgian manufacturing subsidiary of Union Carbide Corp., will build new chemicals facilities in Zwijndrecht area near Antwerp. New facilities to be engineered, constructed by Badger N.V., The Hague, subsidiary of The Badger Co., Inc., of Cambridge, Mass. It will produce ethylene oxide and derivatives, acetic ester solvents, polyurethane chemicals. Project scheduled for completion in late 1967.

CHILE—Bill, recently introduced and designed to promote automotive manufacturing industry, contains two provisions of special importance to national economy. One requires at least 25% Chilean capital participation in all firms assembling automobiles or producing automotive parts, and the other eliminates special customs status of Arica as far as the automotive industry is concerned. Effect of provision expected to be closure of various automotive assembly plants, all of which are at present concentrated in Arica.

Government authorizes establishment of Chilean tire company which will be licensed to produce Firestone tires at Coquimbo. Firestone plant will be second tire manufacturer in Chile. Current requirements supplied by INSA, which produces General Tires at Maipu near Santiago. It is expected that it will be at least two years before Firestone plant will be in production.

COSTA RICA—Televisores de Centro America, San Jose, major producer of television sets in Central America, acquired by General Telephone & Electronics International, Inc. Company to be renamed Sylvania Centroamericana S.A.; will serve as headquarters for marketing Sylvania products throughout Central American Common market area.

DENMARK—Effective April 1, work week for Danish civil servants will be reduced by one hour, from 45 to 44 hours. Work week for workers in private industry reduced by one hour on March 1. In majority of cases, this also reduced work week to 44 hours.

FRANCE—Foreign orders received by aeronautical and space industry jumped to $390.2 million last year, up 27% from 1964 and up 9% from 1963. Increase attributed mainly to larger orders for small tactical military rockets, air frames, complete aircraft. Industry imported some $30 million of components last year. Exports accounted for 40% of the industry's production, compared with 20% in Great Britain and 6% in U.S.

Deposits in French savings banks rose by $1,129 million last year, reaching $11.4 billion by the end of the year, compared with gain of $1,467 million in 1964. Rise was unusually high in the earlier year, when ceiling for individual savings accounts was raised from $2,000 to $3,000.

GERMANY—Hussman Refrigerator Co. of St. Louis enters into cooperative agreement with two other internationally-known refrigerator manufacturers —Sueddeutsche Maschinen- und Metallwarenfabrik Stuttgart, of Stuttgart, Germany and Satam Neve Fro of Paris. Triangular arrangement calls for coordination of production programs in Europe and exchange of research, development data.

Whittaker Corp. of Los Angeles concludes technical cooperation agreement with Berlin Telefunken AG, subsidiary of AEG, Frankfurt. Under contract, Telefunken will manufacture secondary radar equipment for air traffic control system developed by Whittaker.

Upjohn Co., Kalamazoo, Mich., establishes a distributing subsidiary in Frankfurt. Initial marketing emphasis will be given to cortins, antibiotics, antidiabetics. There are, at present, no plans for manufacturing in Germany.

IRAN—Victor Gruen Associates of California signs $947,000 contract to prepare master plan for Tehran. Overall plan, which will require two and one half years to complete, will include long-term growth, modernization plan and plans for building and land use, development projects, traffic problems.

JAPAN—Major construction projects in Kansai area, scheduled to begin this year, reported by Japanese press include Osaka-Okayama extension of Japan National Railway's super-express trunk line, with estimated cost at $472 million; construction of 310-mile superhighway from Osaka to Shimonoseki. Sections in the vicinity of Osaka will be open in time for the 1970 Osaka International Exposition. Osaka Prefectural Government plans to spend $167 million to build a suburban city for 200,000 people and city of Kobe will begin $52 million face-lifting project with construction of seven multi-story buildings. Construction will begin in April.

NETHERLANDS—Cost-of-living index for December rose 6% over same month of 1964.

SINGAPORE—Progress continues on development of industrial estates. At Jurong Industrial Estate, 2500 acres of land prepared by the end of 1965. There are now 44 industries with a combined capital of $53 million in full production, employing 6,000 workers. In addition, eight factories are on trial production, 17 are under construction, 30 await equipment, machinery to start production. Clearance beginning on 3,000 acre site to accommodate additional 100 industries. Substantial number of new industries also established or are under construction at number of smaller industrial sites.

SUDAN—British firm Mitchell Cotts & Co. reportedly plans to begin construction of automobile assembly plant in Khartoum North this summer. When in production, six to eight months later, plant would have daily capacity of nine vehicles. Initially Bedford trucks and Opel passenger cars would be assembled.

SWITZERLAND—Legislature asked to appropriate $4.4 million toward construction, studies, development of pilot nuclear power plant at Lucens. Total cost of Lucens project expected to be $25.6 million, with test runs anticipated next fall.

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

Washington, D.C., warmed up to Spring last week and to a group of business visitors from 11 states. Secretary of Commerce John T. Connor, acting for President Johnson, greeted the businessmen, singled out for their contributions to the country's drive to increase exports and reduce the balance of payments deficit. Twelve firms shared in the Presidential "E" award ceremony, raising the total number of winners to 705. See pages 2 through 9 for the story.

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Published by Bureau of International Commerce

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MILESTONE FOR PRESIDENTIAL HONOR

Secretary awards 700th 'E' as 12 share ceremony

Washington is scene of export presentation to organizations from 11 states

President Johnson has singled out 12 U.S. business organizations, representing 11 states, for special honors in recognition of their contributions to the nation's drive to increase exports and reduce the deficit in the balance of its international payments.

At a special Washington ceremony March 23, in Mr. Johnson's behalf Secretary of Commerce John T. Connor presented the head of each organization with the Presidential "E" and citation for excellence in export. Former Commerce Secretary Luther H. Hodges assisted him.

Connor told the award winners that the U.S. has achieved a 32% export increase in the past five years "because businessmen like you have the ability to envision the sales potentials in profitable world markets, and the enterprise and determination to realize them."

Then he asked for continued efforts to expand the U.S. trade surplus "especially in view of our commitment to freedom in Viet-Nam (and) . . . for the betterment of our international accounts and the strength of the dollar."

Connor alluded to wage-price conditions, saying "Stability is essential to competition in foreign markets as well as to the preservation of the real gains in our domestic economy. It is essential that enlightened business leadership and responsible labor leadership work together to insure a continuation of balance and stability in our economy."

President Johnson, unable to participate in the award ceremony, personally congratulated the winners as he received them later at the White House.

The group raised to 705 the number of manufacturers, business firms, and export oriented organizations which have received the "E" since this feature was inaugurated four years ago this month as a part of the Government's export expansion drive.

The "E" Awards have gone to virtually every state since President Kennedy presided at the first presentation on March 28, 1962. President Johnson awarded the 500th "E" on May 18, 1964.

New York leads with 146 "E" winners, followed by California, 64; Illinois, 60; Pennsylvania, 53; Ohio, 46; Massachusetts, 41; Michigan, 23; New Jersey, 20; Florida and Minnesota, 19; Texas, 18; and the District of Columbia, 17.

The award consists of a blue and gold certificate signed in the name of President Johnson by Secretary Connor, a blue and white flag, and lapel buttons.

The 12 business organizations newly honored, along with their accepting officials, are:

- American Plywood Association, Tacoma, Washington, Charles L. Morey, president. Mr. Morey is an official of the St. Regis Paper Company's Wood Products Division, Tacoma.
- Bandag Inc., Muscatine, Iowa, Roy J. Carver, president.
- Carpco Research & Engineering, Inc., Jacksonville, Fla., J. Hall Carpenter, president.
- ColorTran Industries, Inc., Burbank, Calif., Milton Forman, president.
- The Cornelius Co., Anoka, Minn., Richard T. Cornelius, president.
- Digital Equipment Corp., Maynard, Mass., Kenneth H. Olsen, president.
- Douglas Aircraft Co., Inc., Santa Monica, Calif., Donald W. Douglas, Jr., president.
- Prentice-Hall International, Inc., Englewood Cliffs, N.J., Leo N. Albert, president.
- Rocky Mountain Dental Products Co., Denver, Colo., Martin Brusse, president.
- Sprout, Waldron & Company, Inc., Muncy, Pa., Harold M. Soars, board chairman.
- Texas Instruments Inc., North Central Expressway, Dallas, Tex., P. E. Haggerty, president.
- Victor Comptometer Corp., Chicago, Ill., A. C. Buehler, board chairman.

In the company citations for the Presidential awards, the following export achievements are reflected:

American Plywood Association has been instrumental in encouraging an entire industry with production facilities to participate in an export program. So far, 12 association members have actively participated in export sales. It is likely that few would have had the means or incentive to undertake export programs on their own.

To help members develop their export activities, the Association has organized trade missions to Japan, Germany, Holland, Belgium and Denmark; prepared promotional literature in Japanese and German; established local association representatives in Japan and Germany; worked extensively with Japanese and Europeans responsible for specifying building materials; and conferred with local distributors.

Out of its trade missions grew cooperative tests with Japanese construction companies to introduce them to a more efficient and economical means of forming concrete and help build overseas sales. For these tests, the association furnishes plywood for concrete forming and helps with technical problems. The construction company in turn keeps accurate cost records and performance data as it learns to use the new system.

To follow through with market promotion after trade missions and preliminary technical meetings, the association established a promotion office in Tokyo.

The main burden of present Japanese promotion continues to be one of education and dissemination of technical material. A secondary program is under way to open distribution channels for other American plywood products. This promotion includes sample stocking at distribution centers, and continued sales training for distributor salesmen.

LEADERS OF NEWEST 'E' AWARD ORGANIZATIONS; Front row from left: Prentice-Hall's Leo N. Albert; Rocky Mountain Dental Products' Martin Brusse; Texas Instruments' P. E. Haggerty; Carpco's J. Hall Carpenter; Sprout, Waldron's Harold M. Soars, Victor Comptometer's A. C. Buehler. Back row, from left: American Plywood Association's Charles L. Morey; Bandag's Roy J. Carver; ColorTran Industries' Benjamin Berkey (president of parent Berkey Photo) and Milton Forman; Douglas Aircraft's Donald W. Douglas, Jr.; Digital Equipment's Kenneth H. Olsen, and Cornelius Company's Richard T. Cornelius.

Plywood International, a Webb-Pomerence corporation, was formed in February 1964, as the exporting arm of the softwood plywood industry. Twenty-five plywood producers became members of this corporation during its first year. Five were already exporters: Georgia-Pacific, St. Regis Paper Company, Simpson Timber Company, United States Plywood Corporation, and the Weyerhaeuser Company.

In other developmental activity preceding the European mission, the association established two representatives in Germany equipped with foreign language literature and commissions to search the Continent for markets for the products of association members. Activity in this period also included tests of the material by European contractors, development of a sample order program which sold 700,000 square feet of plywood, participation in the Berlin Trade Fair, and establishment of a concentrated promotional program in the cities of Hamburg, Amsterdam, and Copenhagen.

The trade mission itself was designed to obtain product orders, assess the long-range market potential for American plywood in Europe and to discuss with agents and importers common problems in selling and distributing American plywood.

In Europe, the association has followed the pattern set in Japan: Education of users, buyers and specifiers concurrent with activities to widen distribution channels so that virtually any producer in the United States can participate with a relatively small investment in market research and promotion.

Bandag Incorporated was organized in 1958 to manufacture and sell tire retreading equipment and material in the United States and Canada. In 1961 the company started in a small way in the export business.

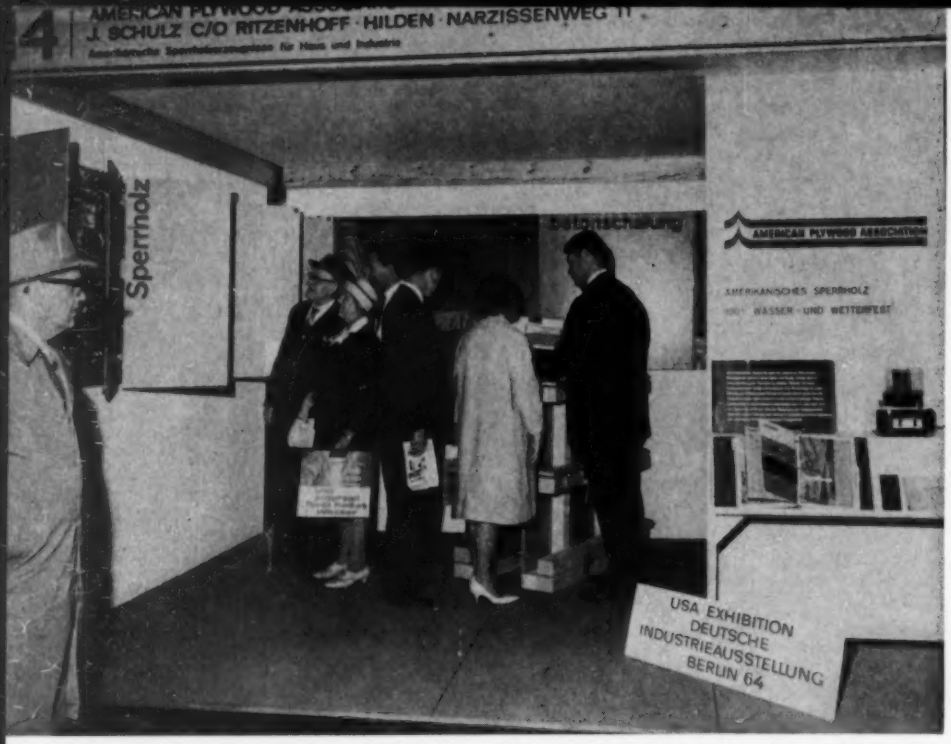
To get foreign dealers to invest the necessary amount of money in a retreading process they had never heard of took hard work. It was done mainly by personal contacts in the countries where distribution was secured, getting Bandag test tires running in the new areas to prove that these treads out-perform conventional retreads, and getting one tire dealer in a country started with the Bandag process so that others could see the value of a Bandag franchise.

In most of the countries, there are sizeable duties on tread rubber, repair materials and equipment. This handicap has been overcome by aggressively selling.

Bandag has sent training experts overseas to train the dealers and their employees, with translators to translate from English to that particular language. It brought dealers' employees to Iowa to attend regular training classes. Bandag used employees of experienced dealers in a particular country to go into the new shops to train service people and be sure equipment is set up properly.

Carpco Research & Engineering, Inc., has found potential sales through articles about prospective installations throughout the world in industry magazines and publications; through "word of mouth" from friends, especially foreign representatives; and personal contact by Carpco personnel on foreign travel. It is estimated that Carpco engineers traveled 300,000 miles in 1964.

Offers are made to prospective customers for testing samples of their ores in the company's Jacksonville laboratories,



AMERICAN PLYWOOD ASSOCIATION EXHIBIT draws viewers at the 1964 German Industries Fair.

development of mineral processing flow sheets, and actual engineering of proposed plants to their specifications of construction and final mineral concentrates. All of these services are pointed toward the sale of Carpco equipment.

Upon the prospect's request, equipment brochures, spare parts lists and drawings, electrical schematic diagrams and proforma invoices or quotations are submitted on the required Carpco equipment. In many cases correspondence received in a foreign language is answered in the same language.

Once Carpco mineral separation equipment is sold into export, exclusive of original start-up services, little servicing is necessary. For original start-up services, an engineer is sent from Jacksonville, especially if the plant has been designed around Carpco equipment.

In iron ore high-tension processing plants (the first was built in Labrador) Carpco was in direct competition with European stockholding interests proposing to purchase the iron ore concentrate if the Labrador company would equip their plant with European manufactured high-tension equipment. Because of its extensive experience in high-tension separation of ores and minerals, and with a large distribution of equipment throughout the world mining areas, Carpco secured the equipment order.

In addition to sales and engineering in the general fields of mining and ore dressing, Carpco's engineering department is entering upon technical assistance programs for the developing countries, such as preparing an order of magnitude estimate for a modern seafood processing and packaging plant in Colombia, South America, and proposals for the development of ocean bottom mining operations off Thailand. Carpco is also negotiating for entrance into the Japanese market.

ColorTran Industries, Inc., organized in 1953, offered a line of high intensity lighting equipment for location shooting of motion pictures. In 1960, an engineering development program was inaugurated to expand the product line to electronic control and lighting equipment for the motion picture industry, television and the graphic arts industry.

Because of radical technical advances in the invention of new light sources, the advanced engineering of ColorTran has placed it in a leadership position. Products include new concepts for lighting in military space applications, ground support equipment for the rocket industry, motion picture and television production.

This export market is limited since technically developed foreign countries are producing this equipment themselves. No more than six American companies make such equipment and the total export market is under one million dollars a year. With development of its line of technically advanced equipment, ColorTran opened up the previously closed market and in 1965, supplied almost 50% of the available market, to more than 40 countries.

One of the most outstanding accomplishments was the penetration of the Indian market, previously closed by restrictions. A personal visit by ColorTran's president to the Indian Government resulted in these restrictions being lifted to permit importation of ColorTran equipment. This is a major feat considering India is the world's largest producer of motion picture films.

By developing close relationships with agents, significant results have been achieved in extremely competitive markets such as Japan, where both a complete electronic dimming system for a television station, and special lighting to illuminate the main gymnasium and swimming pool for the 1964 Olympic Games, were supplied by ColorTran.

ColorTran provides technical papers for foreign trade publications. Foreign technicians are encouraged to write about problems. For the past four years, the president of ColorTran has spent approximately three months per year abroad.

Show participant

ColorTran has participated in U.S. interagency trade fairs and Trade Center Shows, and has conducted special technical meetings in Taiwan; England, Israel, Hong Kong, Italy, and Spain.

ColorTran places great emphasis on international advertising. Agreements always require that agents and distributors advertise in local trade journals, prominently featuring the ColorTran trade mark, and agents are encouraged to print technical papers prepared for them by the company.

The **Cornelius Co.,** a leading manufacturer of soft drink dispensing equipment, was founded in 1931. In 1955 the company started exporting its equipment. Until 1961, all international operations were conducted from the offices in Minnesota. To facilitate the expansion of its international operations on a world-wide basis, the company has progressively established four wholly-owned subsidiaries and two licensees. Through these operations, Cornelius is marketing its products in more than 40 countries.

Cornelius has participated in numerous exhibits and trade fairs. In many areas the company furnished the equipment for customers to use at the trade fairs.

The company and its subsidiaries have established customer financing placed with local banks for the purchase of equipment. In Germany a guaranteed repurchase agreement has been established to cover the re-purchase of 90-day notes.

The company, in addition, guarantees all such local arrangements.

In England and Italy the same type of financing arrangements are being made. Financing in Canada was established with the subsidiary maintaining its own finance program with the aid of local bank loans which resulted in lower interest rates for customers. Again all local banking arrangements are guaranteed by the company.

To maintain good delivery service in its largest export market, Cornelius utilizes the Free Port of Bremen, West Germany, where, in 1962, warehousing facilities were obtained. The inventory in this warehouse was the property of its German subsidiary until June 15, 1964. Then, to enable the company to warehouse a larger inventory available to all its European subsidiaries, it was re-purchased by the parent company. The warehousing facilities in Bremen now make possible immediate shipments of equipment to all countries in Europe by the subsidiaries in West Germany, England and Italy.

Many patents

The company currently owns over 50 U.S. patents with about 100 patent applications pending. Protection in other countries, particularly Canada, England, West Germany and Italy, has been obtained or applied for. The Cornelius trademark has been registered, or application for registration made, in 17 countries. Equipment is redesigned or modified to conform to electrical and other engineering standards in the different markets.

Advertising is used to bring Cornelius products to the attention of prospective buyers throughout the world. Trade journals, published in many languages, have been used extensively. Customers are provided sales, promotional and service sheets in various foreign languages.

Digital Equipment Corp., in expanding its sales to foreign markets, was challenged to make itself known and accepted, in competition with larger American firms—already generally known around the world—and with foreign firms in business for a long time.

Digital formed subsidiary companies planned to provide the best market access. Using sales representatives sparingly, Digital emphasized favorable editorial mention in trade publications through significant releases.

Although Digital itself was relatively unknown in foreign countries, many of its major domestic customers were well known, and this fact was stressed. Further, the managers of the subsidiary firms were picked for competence, experience, reputation, and a full knowledge of the environment in which they would function. Each manager was then trained at Digital's main plant to acquaint him with the firm, its people, and with the procedures involved to insure dependable equipment at competitive prices and with superior operating characteristics.

Showing the equipment in use at expositions and in Digital plants, and later in customers' facilities, was evidence of the service and support offered users. Also, Digital sales representatives are men with engineering rather than sales backgrounds. Their familiarity with the inner workings of the equipment and with the problems involved in connecting special-purpose devices to computing equipment helps the user solve many problems at the design end of the cycle rather than at the installation and acceptance end, when unresolved problems become expensive.

Digital has continuous service training both domestically and at its subsidiaries. Whenever the number of employees to be taught makes it worthwhile, training classes are offered at the using company's plant.

Douglas Aircraft, founded in 1920, made its first aircraft export to Norway in 1925. Since that time, Douglas has been active in the development of world markets for its aircraft. Although one thinks of the famous Douglas DC-3's, 4's, 6's, 7's and jets, the company is actually diversified, producing not only commercial passenger and cargo aircraft but also missile and space systems, military aircraft and allied products.

Historically, the aircraft industry has had its period of "feast or famine" and Douglas has experienced these. In recent years, the development of the DC-8 jetliner and the DC-9 for short range jet travel has opened up vast new export markets.

To achieve its position in world markets, Douglas has developed an active international sales organization and service network. The company has overcome difficulties surrounding credit to finance international sales, particularly where foreign competitors benefit heavily from subsidies. Douglas maintains close relationships with the Export-Import Bank, many commercial banks and other available sources of sales financing.

The intense competition encountered from foreign manufacturers has stimulated new and effective economies in design and production which help Douglas maintain a competitive selling price in the face of high foreign import duties. In addition, it has been necessary to demonstrate to the satisfaction of potential customers that the purchase of American-made products, even at a somewhat higher initial cost than a competitive foreign-made product, would ultimately result in substantial advantages, headed by larger long-term operational profits.

Major contributions to the success of this campaign have been achieved by the worldwide service and support provided

DIGITAL EQUPMENT CORP. was a participant in the sophisticated Interkama engineering and industrial control exhibition at Dusseldorf, Germany. Showing machines in operation is a favored Digital technique.

DOUGLAS AIRCRAFT IN EXPORT ROLE as Middle East Airlines of Lebanon buys three DC-8 jets for 1967 delivery. Lebanon's Sheikh Najib Alamuddin is signing in center, flanked by Ambassador Dwight J. Porter, left, and Joseph C. Pementel, who is Douglas area manager for the Middle East.

the company's products. In addition to sales offices, the company has established an international field service organization of technical experts to assure on-the-spot Douglas support of airline operations and maintenance throughout the entire useful life of every product.

Sales and operations centers are maintained in Switzerland, West Germany, Argentina, Japan, France, Canada and Lebanon. The activity of these centers is supplemented by sales agents. Overseas technical support is not centralized but is provided in any area of the world where Douglas products are in service. Special training programs are conducted to provide highly skilled personnel to assist the operating personnel of overseas customers in any area. During 1965, Douglas sales executives traveled 8,430,410 airline miles to help develop overseas markets.

Douglas management has provided vigorous personal support of national export expansion objectives, in addition to the efforts which they have devoted to export sales development in the aerospace market.

Prentice-Hall International, which serves primarily as the overseas selling agent for Prentice Hall, Inc., is little more than 10 years old. Yet it has not only expanded its sales substantially, but has grown to such size that it is now larger than most domestic U.S. publishing companies.

The first specific task that faced Prentice-Hall International was to organize its distribution set-up. Gradually, offices and field headquarters were established in seven major locations, in addition to partly or wholly-owned operating companies in four countries. Shipping centers also were established in London, Sydney and New Delhi, to provide faster service to customers and overcome the distance disadvantage in competition with local publishers.

Most books sold overseas by Prentice-Hall International are marketed through branch offices by personal calls. A complete "prospect slip" file of customers and prospective customers around the world has been devised to help target special areas of interest for the diversified list of products. Salesmen, traveling about 325,000 miles a year, call on more than 5,000 foreign bookstores, publishers and libraries.

Backing up the personal selling is promotional material prepared by the branch offices and supplemented by world-wide mailings from company headquarters in the U.S.

During the past 10 years, the parent company has concentrated on development of editions which would have wider, universal appeal. A series of moderately-priced paperbacks, including a variety of "Foundation Series", were published in subjects most widely in demand overseas.

Important to the marketing of Prentice-Hall books are the various world book fairs. Last year at Frankfurt, for example, more than 2,000 publishers were represented and served not only as a showcase for book publishers but as a marketplace for trading and sale of translation rights.

About 95% of the books sold by Prentice-Hall International are manufactured in the U.S. and almost all are written in English. It has thus been possible to develop an entirely new business, namely the sale of translation rights to foreign publishers. In this area, during 1963, the company sold more than 400 foreign translation rights—an increase of 80 percent over the previous year.

In almost every case, salesmen are nationals of the countries in which they are operating. Prentice-Hall International feels that American training is essential for these men, and therefore has instituted a training program for overseas salesmen at its home office.

Rocky Mountain Dental Products has been exporting to all parts of the world for many years, and export now constitutes a significant part of its business.

One technique used to increase exports is to acquaint doctors abroad with American methods of treatment in both orthodontics and pedodontics. This is relatively easy where foreign doctors have studied at American universities and have learned these methods. However, in many countries, Rocky Mountain Dental Products has made a determined effort to switch orthodontists from the methods of treatment learned in their local dental schools to the much faster, better, and more progressive American methods.

Top management and marketing personnel attend many dental meetings and conventions abroad. Rocky Mountain Dental Products is taking part in the current dental products shows at the trade centers in Frankfurt and Milan.

School policy

Rocky Mountain has an institutional policy whereby dental equipment is placed in dental schools, both in the United States and abroad, for teaching purposes. Representatives acquaint the professors and instructors with the proper use of this equipment. It is placed at the disposal of these schools at no charge and replaced and updated as more modern appliances are brought on the market.

Equipment is available with transformers for any electrical voltage in the world. Fast service is provided by almost exclusive use of air parcel post or air freight.

In conjunction with The Metropolitan Denver Dental Society and the Colorado Dental Association, the company recently produced an educational film entitled "Dentistry Through the Ages of Man" showing the role dentistry plays during the life span of an individual. This film has been translated into Spanish and

translations into French and German are in process.

Sprout, Waldron & Co., Inc., makes products basically comparable to those offered by manufacturers in a number of countries, particularly Germany, England and Switzerland. Therefore, intense competition overseas is faced from competitors some of which are larger companies, have worldwide organizations of long standing, and have somewhat lower costs and, in some cases, receive export aids from their governments.

Sprout, Waldron attributes its success to employing hard-hitting American selling techniques tailored to the requirements and customs of the countries involved. This includes study of the applications for which the machines are being considered in competition with others produced within the country involved, or from some third country, and making modifications necessary or desirable to conform with labor, temperature, humidity and other conditions which may prevail in the country of use.

Four subsidiaries

Subsidiary companies were recently established in Austria, Mexico, France and Canada. This permits manufacture of items which cannot be imported, thereby making possible sale of the more sophisticated products or components manufactured in, and shipped from, the U.S. This has placed the company in a position to export quantities of machinery from the U.S. not otherwise possible.

Sprout, Waldron has introduced many new products into export trade. An example is pneumatic bulk trucks for transportation of formula feeds from producing plants to farms or distribution centers. The company manufactured and shipped the first of these units in use in such countries as France, Belgium, Spain, Italy, Israel and Taiwan.

Another example is the Sprout-Waldron cooker-extruder, a unit which produces expanded food products for human and animal consumption, as well as similarly treating other products such as starch. These units have been shipped to Sweden, Germany, France, England, Australia, Japan, Mexico and Canada.

For the pulp and paper industry, Sprout, Waldron developed a series of pulp refiners and is aggressively marketing this line. In the face of stiff competition from England and Germany, pulp refiners are sold in virtually every country of the world where pulp and paper are produced, including Russia and the iron curtain countries.

In addition to training both Americans and foreign nationals in the U.S. and then locating them abroad, the company is also investing in trade exhibitions abroad. For example: exhibition of a pulp refiner at the large exposition in Brno, Czechoslovakia; a pellet mill, hammer mill and some related equipment at a trade exposition at Novi Sad, Yugoslavia; a pulp refiner at a trade meeting in Venice, and at a similar trade meeting in Montreal.

Texas Instruments Inc. found that product and market considerations played a major role in its export expansion program. In consumer markets, a major breakthrough was scored by channeling a variety of special semiconductors into the television, watch and hearing aid industries. In addition, clad metals, electromechanical and solid state controls were successfully sold to overseas manufacturers of home appliances.

In the industrial area, semiconductor devices opened the door for large-scale penetration of the rapidly expanding international computer and telecommunication industries. Special circuit breakers and thermostatic controls found their way to foreign aircraft manufacturers. Various types of electronic measuring, controlling and indicating instruments produced by the apparatus division created new markets in the area of industrial controls, laboratory and scientific analysis, and geophysical exploration.

NATO links

In markets controlled by foreign governments, the company was successful in tieing in with existing NATO programs. Foreign airport authorities purchased several installations of its surveillance radar system against severe competition by well-known companies.

In the area of military apparatus, exports had to remain within the scope of prevailing security regulations. Texas Instruments was successful in counteracting these limitations by tieing in with existing NATO programs, capitalizing on the nonmilitary government sector of commercial airport installations, taking advantage of the increased need for technologically advanced electronic products, and promoting peaceful applications of products originally designed for the defense sector.

While expanding its international operations, the management put heavy emphasis on complying with local traditions, customs, and business practices.

In dealing with electronic equipment manufacturers throughout the world, Texas Instruments became aware of the significant role of the small order business. In an attempt to capitalize on the traditionally leisurely pace of business transactions overseas, in 1964 the company decided to establish local wholesale operations in London, Stuttgart and Milan.

The first two branches are already in operation and carry a complete stock of electronic components, including semiconductors, capacitors, resistors, connectors, potentiometers, transformers, tubes, etc. By the end of this year they will distribute electrical and industrial supplies also.

Victor Comptometer Corp. has been in export for many years, considering it an important segment of business. To expand exports, two subsidiaries were formed: in 1951, the Western Hemisphere Corp., now known as Victor Comptometer Export Co.; in 1954, Victor Intercontinental, Ltd., to handle all other exports.

Administrative sales and service offices were opened for the latter in Zurich, Switzerland, in 1958. In order to improve service to present distributors and to survey new markets, the Zurich office stationed a district manager in Manila and a service trainer in Tokyo, in 1963.

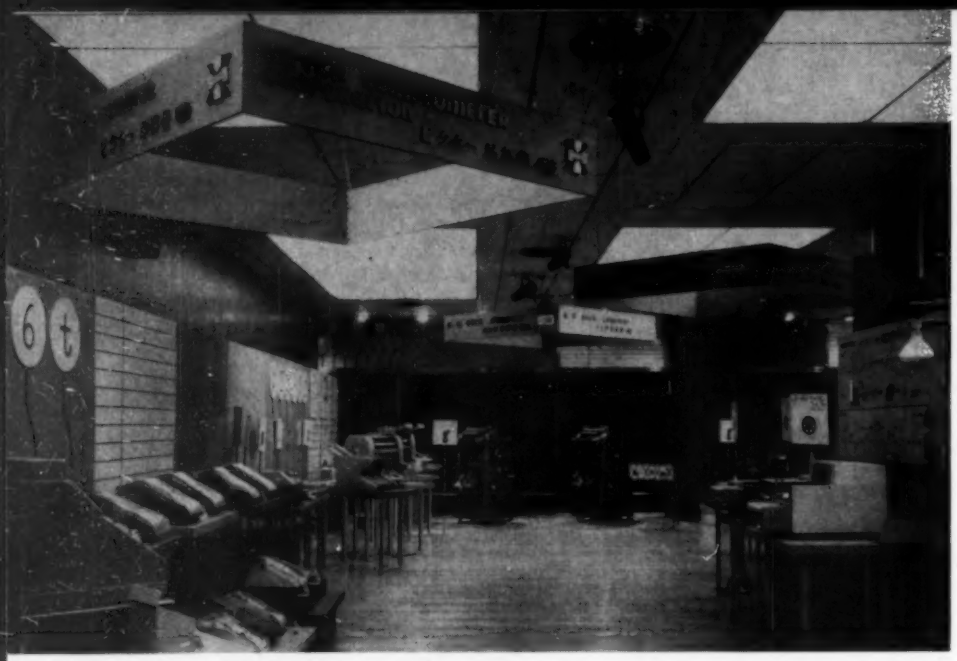
When seeking a foreign distributor in a new area or country, Victor obtains all information available on the market potential and on local firms handling office equipment or allied lines of equipment. This is done through Commerce Department Trade Lists and World Trade Directory Reports, and other reports available.

Utilizing this information, a district manager makes an actual on-the-spot market survey where potential is indicated. When a distributor is appointed, the district manager spends whatever time is necessary, usually several weeks, thoroughly training management and sales personnel in the company's sales techniques and thoroughly familiarizing them

How Award is won

In evaluating an applicant's tangible success in export markets, the Award Committee is guided generally by the following criteria:

A substantial increase in volume of exports on a sustained basis; successful introduction of a new product into U.S. export trade; development of a market abroad for an existing product not previously exported; breakthrough in a market where competitive conditions are extremely difficult; opening of a new trade area previously closed to U.S. companies.



VICTOR COMPTOMETER CORP. exhibited adding machines, calculators and cash registers at a U.S. Trade Center show in Tokyo. Victor's machines must be specially adapted to varied local conditions.

with Victor's equipment, as well as that of competitors.

In selling adding machines and calculators, sales personnel analyze a potential customer's requirements, then suggest and demonstrate the equipment best suited to the application.

After a distributor is thoroughly trained, he is visited twice a year to insure compliance with sales and promotion policies, and to assure proper training of additional sales personnel. At that time, all are brought up-to-date on new equipment to be introduced. Training and sales manuals and advertising material are supplied to all distributors.

At Victor's factory in Chicago, domestic manufacturing is on a mass-production, assembly-line basis. Many machines sold overseas can be mass-produced with the domestic lines, however others must be produced practically on an individual basis. Nevertheless, machines are made to satisfy the requirements of each market.

Language and cultural differences posed a problem. This was solved by careful selection of personnel with both professional and multi-lingual abilities.

Service is provided by two service trainers operating out of Zurich, and one out of Tokyo. Their duties are to constantly visit distributors and conduct service schools. No new distributor is permitted to sell equipment until he has been service-trained by one of the service trainers. This is costly but necessary, and is felt to be responsible in a great part for the company's success in foreign marketing.

Export excellence award title has patriotic history

'E' designation is derived from Navy flag, defense honors

Presidential "E" Awards go not only to business firms but also to banks, chambers of commerce and other organizations which have made outstanding efforts to promote sales and increase U.S. earnings in foreign markets.

For manufacturers, "E" Awards are conferred for substantial increase in volume of exports over a sustained period, breakthroughs in particularly competitive markets, introduction of a new product into U.S. export trade, and opening a trade area previously closed to American products. Non-exporters can earn the "E" Certificate for Export Service by demonstrating novel and successful solutions to problems of export trade, such as financing, transportation and marketing; and for significant contributions to the expansion of U.S. exports through superior marketing promotion, etc.

Recipients of the "E" Award are authorized to fly the blue and white pennant over their plants and offices; to display the accompanying certificate of commendation; to issue "E" lapel buttons to their employees; and to refer to the award in advertising.

The awards are administered by the U.S. Department of Commerce, the department most directly responsible for export expansion. Selections are made by Secretary Connor after consideration by an awards committee which includes the Departments of Commerce, Interior, Agriculture and Labor, and the Export-Import Bank, the Agency for International Development, and the Small Business Administration.

Where to apply

Applications are submitted to the U.S. Department of Commerce, or any one of its 42 Field Offices. Completed applications are referred to the appropriate Commerce Field Office for review by the Department's Regional Export Expansion Councils, volunteer international businessmen who are contributing their know-how to the expansion of U.S. exports. Approved applications are forwarded by the Field Office for consideration by the Interagency Committee on "E" Awards.

"E" for excellence awards can be traced back to use by the U.S. Navy, as an intra-service award, as early as 1906 when "E" pennants were given units of the fleet which surpassed all others in gunnery, engineering and communications.

The Secretary of the Navy recommended that similar distinction be granted civilian firms during the defense production period prior to the United States' entry into World War II.

Separate awards were given early in World War II by the Army (an "A") and Navy (an 'E'") to recognize outstanding civilian industrial support of the military effort. The Maritime Commission gave "M" pennants to shipyards for record production.

With many plants working simultaneously on Army and Navy orders, the joint award was conceived and the original Navy "E" was incorporated in a new pennant design. The first combined list of Army and Navy "E" Awards was issued on July 28, 1942, containing fifty winners. Eventually 4,000 of these pennants were awarded.

Louisiana port publishes new quarterly review

Issue Number 1 of "Port Report," a new quarterly publication of the Morgan City, Louisiana, Harbor and Terminal district, is now available. The publication will be concerned with industrial opportunities of the fast-growing oil producing region that now supports 186 industries.

Trade-transport center proposed for Boston area

Head of Massachusetts Port Authority makes plans public

Plans for a $52 million consolidated Boston trade and transportation center have been unveiled by the Massachusetts Port Authority.

Edward J. King, MPA executive director, said the center would occupy 3,045,000 square feet of space at South Station and consist of five key elements: a major trade mart, a terminal complex for all forms of travel, a 5,000-car parking garage, a 500-room motor hotel and an office building for international commerce and transportation interests.

The office building above the trade mart would contain the offices of the World Trade Center, collectors of customs, custom brokers, freight forwarders, corporations and individuals engaged in importing and exporting. The building, according to King, would not compete with other commercial space, but would house offices and services complementing the world trade aspects of the center.

Citing an 18-month MPA study, King said the trade and transportation center would be completely self-sustaining, with projections indicating that $1 million in direct revenues would be returned to the city in the first year and $2 million annually in later years.

Project planners say that through it Boston could regain a key role in world commerce leadership and help the nation correct its balance-of-payments deficit.

The proposal is before the Boston Redevelopment Authority for action as part of the implementation of the Authority's master plan for the area.

British firm requests bandsaw machine license

A British manufacturer and exporter of metal cutting machines, playground equipment and tube expanding equipment seeks a license with a U.S. firm to make a medium grade bandsawing machine which would complement the company's existing range of metal sawing machines.

Write: Charles Wicksteed & Co., Ltd., Stamford Road Works, Kettering, Northants, England. WTD.

GRAIN FOR JAPAN, loaded at Continental Grain Co.'s New Orleans export elevator, is the subject of this model display at the U.S. Feed Trade Show at the U.S. Trade Center in Tokyo. U.S. Ambassador Edwin O. Reischauer (second from right) points to Japan-bound model ship taking on its grain load. The show, sponsored by the U.S. Department of Agriculture, points up Japan's position as the largest market for American farm products. In 1965, Japan imported 2.5 million tons of corn, 1.5 million tons of soybeans, 1.2 million tons of grain sorghums from the United States and may need more this year.

California group's meeting coincides with Fair days

The Northern California Chapter of the American Marketing Association will conduct its third annual International Marketing Management Conference at the Sir Francis Drake Hotel in San Francisco on May 19 and 20.

The conference has been scheduled during the U.S. World Trade Fair, May 12 to 22, so that management personnel from outside the Northern California area may take advantage of both occasions.

The Northern California Chapter is one of more than 50 chapters in the United States and Canada affiliated with the American Marketing Association. The association is a professional group of over 11,000 marketing executives representing manufacturing companies, advertising agencies, service organizations and universities.

Conference chairman is Donald W. Papez, vice-president of CMCR, Inc. Vice-chairman is Laurence P. Dowd, director, School of World Business, San Francisco State College. Other committee chairmen handling arrangements for the conference are: program chairman, Richard K. Lynn, Consulting Economist; arrangements chairman, Paul Hanson, Jr., president, Management & Marketing Co.; publicity chairman, Thomas H. Fraser, president, Fraser Productions; finance chairman, J. K. Barrington, Jr., vice-president, International Division, United California Bank, and promotion chairman, William T. Kirk, Pacific Coast Manager, Time International.

Registrations to the conference are still being accepted by the registration chairman, Ernest de la Ossa, president, Foremost International, 111 Pine Street, San Francisco, California 94111.

Chicago Directory lists 51 foreign diplomatic missions

Chicago's status as an international trade city is reflected in the high number of diplomatic missions maintaining offices in the city. The official 1966 Directory of Foreign Consulates in Chicago, recently published by the Chicago Association of Commerce and Industry, lists 214 Consuls General, Consuls, Vice Consuls, Trade Commissioners and staff from 51 foreign diplomatic missions, a 47% increase in the number of consular personnel since 1955.

Copies of the directory are available through the CACI's World Trade Division, 30 W. Monroe St., at a charge of 50 cents.

BUSINESS CENTER of Malaysia's capital city, Kuala Lumpur, serves a population of approximately 320,000, increasing at annual rate of three percent.

Malaysia industry grows

Emphasis moving from small to larger operations requiring more capital equipment

By CORNELIS J. GOINGA

Commercial Attaché, U.S. Embassy
Kuala Lumpur

During a recent unveiling in Kuala Lumpur of Malaysia's National Monument, the work of American sculptor Felix de Weldon, the Prime Minister described the monument as a symbol of the "unshakeable faith we have in our country."

GOINGA

This is a deserved tribute to a young nation that, after a bitter 12-year struggle against Communist insurgence, has emerged today with one of the highest per capita income levels in Southeast Asia and a record of political and economic stability. Despite Indonesia's "confrontation" and the separation of Singapore, Malaysia has continued the impressive economic progress made over the last six years.

Progress and promise

The soundness of Malaysia's economy is demonstrated by her 1965 import and export record. The gross volume of rubber exports from Malaya (one of the three areas comprising Malaysia; the others are the Borneo states of Sabah and Sarawak) increased 4% over the previous year, and tin exports increased by 6% over 1964.

Malaysia's timber exports, which do not have to depend heavily on one single market, showed an appreciable increase. Other export commodities such as palm oil and kernels, canned pineapples, pepper, copra and coconut oil had a generally good year.

Total exports for 1965 reached a record level of $1,113 million, an increase of about 7% over 1964. This healthy export performance can be explained by the continued increase in production of all significant export commodities.

Malaysia's import "bill" has also been growing over the years. Between 1961 and 1964, imports increased by more than 14%. Total imports for 1965 rose by approximately 3% to about $1,072 million, resulting in a preliminary favorable trade balance of $61 million, compared with a favorable balance of $47 million in 1964. The most significant increases in imports have been in machinery and equipment, chemicals and raw materials. The 1965 GNP was about $2,852.6 million, an 8.5% increase over 1964; an estimated 7% increase is expected in 1966.

The main feature of the Malaysian economic scene in the last decade has been the intensive effort to overcome the

economy's basic deficiencies, to diversify and strengthen its base, and to provide for the increasing needs of a rapidly growing population.

Development plans emphasize both public and private sector investment. Public investment in Malaysia has nearly doubled in the last four years. Private investment has increased by almost one-third over the same period. The emphasis in public investment has been on planting and replanting of rubber and oil palms, construction of roads and other basic facilities, and settlement of previously remote areas.

Malaysia, however, is turning increasingly to industrialization as a means of providing employment and continued growth. There is a noticeable trend from the first stage of development of small, import-substitute industries toward larger, more capital-intensive units, capable of stimulating subsidiary growth. This trend is expected to gain momentum in 1966 and future years.

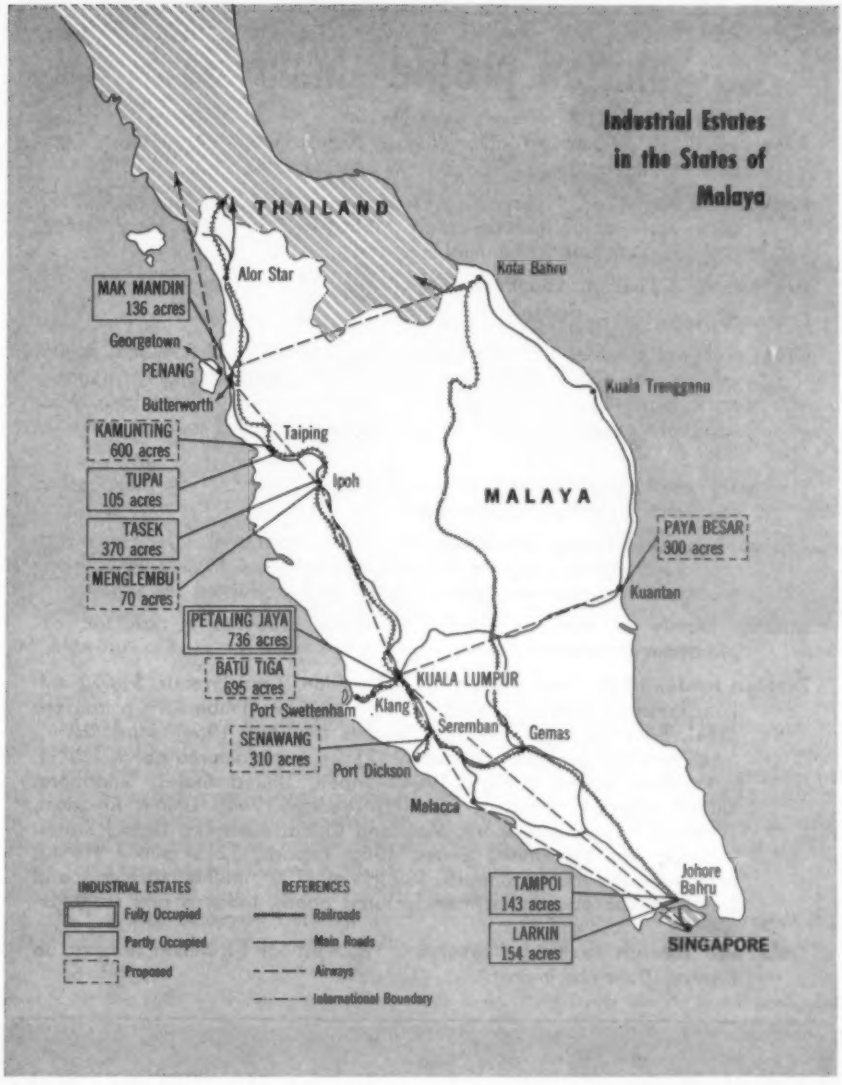
First Malaysia Plan

The principal instrument in the country's accelerated industrialization program is the First Malaysia Plan (1966-70). This plan provides the basis for a rational scheme of industrial expansion which will be entrusted to the recently established Federal Industrial Development Authority (FIDA).

Working with and complementing the efforts of this organization will be the Tariff Advisory Board to advise the Government on formation of a Malaysian Customs Union.

The Malaysian Government also is offering a number of incentives and guarantees to foreign and local private investors. Attainment of the industrial development objectives therefore will depend substantially upon the response of foreign and local entrepreneurs to the incentives and assistance offered to new investments.

Foreign private industrial participation and capital are greatly welcomed—not only for their contribution to the growth of national income and employment but also for the modernization of Malaysia's industrial technology. Foreign firms are accorded the same incentives as local industrialists, and there is an Investment Guaranty Agreement between the Malaysian and U.S. Governments offering security of U.S. investments if such a guaranty is desired.



Added protection

Additional protection to foreign investors is provided through Malaysia's accession to the World-Bank-sponsored Convention of International Investment Disputes, which permits foreign industrialists to resort to an International Arbitration and Conciliation Center to settle disputes should any claims against the Government arise. Also, there is an unrestricted repatriation of capital and remittance of profits and dividends within the sterling area, and only nominal control is imposed on capital movements and profit remittances to countries outside the sterling area.

The overall effect of these measures on the investment climate in Malaysia is best demonstrated by a glance at the Petaling Jaya industrial area, conceived 13 years ago and located only six miles from the capital of Kuala Lumpur. This estate does not represent all of the new nation's industrial progress, but it is a symbol of what has been already achieved. Its 736 acres have been fully allocated and roughly 150 factories are in full production with 50 or more to come. Petaling Jaya's modern factories, the majority of them joint ventures between Malaysian and foreign capital, produce a comprehensive range of light industrial manufactures.

The two other most successful industrial areas are Tampoi near Johore Bahru

the author

With the Government since 1947, Cornelis Goinga has served in Berlin, Frankfurt, Bonn, and Paris—in finance, trade, and economic assignments. He was detailed to the Department of Commerce, 1961-63, before accepting his present assignment.

Market profile—Malaysia

Area: About 128,000 square miles (slightly larger than New Mexico). Comprises Malaya (50,700), Sabah (29,388), and Sarawak (47,500).

Population: 9.4 million. Malaya (8 million), Sabah (520,000), Sarawak (839,000). Multi-racial, predominantly Malay and Chinese. Some Indian, Borneo indigenous. 3% annual increase.

Labor force: 3.2 million. About 6% unemployed.

Currency: Malayan dollar. M$3.06 = US$1. Currency stable.

Gross national product: $2,852.6 million (1965). Growth rate 1960-65, annual average of about 6.4%. Per capita GNP, $303. Economy primarily agricultural; increasing variety of industries, mainly in Malaya. Most important products (world's largest producer), rubber and tin, make up 30% of GNP.

Electricity production: 1,756.5 million kw.-h. generated (1964). Expanding to meet consumption requirements.

Principal manufacturing industries: Manufacturing accounts for about 9% of Malaya's GNP. Centered on Malayan west coast. Mainly light, import substitute, but also some heavy industry and production for export.

Mining: Mainly tin, iron ore, bauxite. Petroleum produced in Sarawak, explorations elsewhere.

Foreign trade, 1965: Total exports, $1,113 million. Total imports, $1,072 million. Principal exports: rubber (35%), tin (20%), timber (8%), iron ore (4%), palm oil (2%). Principal imports (Malaya, 1964): food (28%), machinery and transport equipment (21%), manufactured goods (25%).

Principal buyers (Malaya-1964): Japan, United States, Singapore, United Kingdom. Principal suppliers (Malaya-1964); United Kingdom, Thailand, Japan, Singapore, Mainland China, Australia, United States.

Trade with the United States, 1965: Exports, $215 million (19%); mainly tin and rubber. Imports, $89 million (7%); mainly machinery and transportation equipment, manufactured goods, tobacco and manufactures.

Gold and foreign exchange reserves, 1965: About $1 billion (enough to finance 10 months' imports).

in southern Malaya (143 acres), and Tasek, near Ipoh in northwestern Malaya (370 acres). The Batu Tiga area (695 acres) near Port Swettenham is taking the overflow from Petaling Jaya and is being readied for construction. The Jalan Larkin industrial estate in Johore and the Mak Mandin estate in Province Wellesley have attracted certain industries, while additional estates of Senawang (Negri Sembilan) and Taiping, Kamunting and Menglembu in Perak are being prepared.

About $4.7 million has been earmarked in the Malaysian Plan for industrial site development. Industrial estate development provides basic utilities such as roads, water and power; construction of factories rests with the industrialists.

Further information on these estates, as well as details of the pioneer industries (tax exempt) program and lists of Malaysian pioneer products and industries, may be secured from the Far Eastern Division (BIC-8440), Department of Commerce, Washington, D.C. 20230.

Many investors in Malaysia

Over 40 countries have invested in Malaysia's industries, and more are becoming interested. More than $78.3 million was invested in Malaysian industries last year; $48.3 million was foreign investment. U.S. firms have the largest investment in Malaysia's new pioneer industries, largely as a result of an investment of about $10 million in an oil refinery.

Many U.S. firms are manufacturing in Malaysia either independently or on a joint venture basis, and are producing such items as food products, toilet articles, cigarettes, soaps and detergents, pharmaceuticals, air conditioning plants and sewing machines. U.S. oil companies dispense gasoline at modern service stations along Malaysia's excellent highways, and three leading U.S. banks have branches in Malaysia.

A team of American industrial experts recently completed a study on car assembly and submitted its report to the Government which has now given the go-ahead signal to local motor firms wanting to establish car assembly plants in Malaysia.

From all indications, 1966 promises to be a good year for U.S. investments in new industries or expansion of present manufacturing facilities. However, foreign competition in entering into joint ventures in Malaysia, as well as in exporting to that country, is keen. Especially strong interest has been shown by investors from Australia, Japan, Canada, Western Europe and New Zealand.

Malaysia's first steel mill, a multi-million dollar Japanese-Malaysian joint venture, is beginning to take shape and a third sugar refinery is under consideration. The textile industry is being expanded, a new factory is turning out canned milk, the first brandy blending plant commenced production, preparations are being made to launch Malaysia's first large adhesive manufacturing plant, and the establishment of plants for manufacture of electrical appliances, pharmaceuticals, electric light bulbs, and other commodities are being considered by foreign businessmen.

Malaysia's first multi-million dollar glass manufacturing enterprise is under construction in Johore Bahru, while a veneer factory in that area has commenced production of veneers and plywood.

Malaysia's impressive industrial growth rate is largely due to the faith of private investors in Malaysia's stability and her favorable trade and investment climate.

There are many opportunities for U.S. exporters as well as investors in Malaysia. U.S. goods and investment capital are welcome. American-made refrigerators, TV sets, shirts, golf clubs and many other consumer items are found side by side

Expressions of interest are wanted now

The Government of Malaysia would like to hear at the earliest possible date from all U.S. firms interested in specific projects under its First Malaysia Plan (1966-70).

The World Trade Opportunities section of this issue of **International Commerce** provides some preliminary information on such projects. See Malaysia, under Future Construction heading, page 48.

with other foreign-made products in stores throughout Malaysia. In some product lines, however, U.S. sales are at a disadvantage because of preferential tariffs on similar goods from Commonwealth countries.

Malaysia offers especially good opportunities for sales of U.S. machinery, heavy equipment, construction materials and industrial and agricultural equipment. Projects planned under the Malaysian development program should help generate increased demands for these goods.

Malaysia wants U.S. goods, investment, technical know-how and guidance. U.S. businessmen will be missing some excellent opportunities if they fail to explore Malaysia's attractive trade and investment potentials. However, Malaysia is not an "order-taking" market and foreign interest is extremely keen. In face of this strong competition a greater effort and interest in the Malaysian market must be shown by U.S. businessmen.

U.S. goods and services have a good reputation and are in great demand. U.S. goods of many kinds are competitive in price, and their high quality is always an excellent selling point.

Credit is stumbling block

The great stumbling block is that foreign competitors frequently offer attractive credit terms or loans which often account for the loss of potential U.S. sales, particularly of capital equipment. If U.S. businessmen would avail themselves more fully of existing credit facilities, which are now considered to be equal to those of any other trading nation, U.S. participation in the Malaysian market might increase considerably.

In view of the opportunities in Malaysia and the extensive promotional activities of other foreign suppliers in this market, the Commerce Department has sponsored three trade missions to this area in the last five years. These missions, the most recent of which visited Malaysia last fall, have played an important part in strengthening trade relations between the two countries. The reports of the returning missions are published in INTERNATIONAL COMMERCE (see Jan. 17, 1966, issue for final report of 1965 mission), and members tell U.S. businessmen the "Malaysia story" at meetings sponsored by various Commerce Department Field Offices.

An increasing number of U.S. traders, banking representatives and technicians are now including Malaysia in their itiner-

U.S. BREAKFAST of cereal and frozen food may be purchased from Weld Supermarket in Kuala Lumpur.

INSIDE VIEW of aluminum rolling mill under construction in Petaling Jaya, Malaya industrial estate of 736 acres; 150 factories already in full production.

aries when visiting the Far East. Yet despite Malaysia's attractive business potential, it is still too seldom visited by many U.S. private, State and local trade missions who make trips to other Far East areas. These groups will discover many opportunities if they focus on new markets such as Malaysia.

Trade Mission work in Malaysia stirs lively interest

U.S. businessmen have heard from members across country

The U.S. Trade Mission that visited Malaysia last fall reported enthusiastically about the opportunities there for increased U.S. exports and joint ventures.

Since its return, members have met with businessmen in ten cities across the country to talk about the specific proposals brought back from Malaysian businessmen, and to alert U.S. firms to potential markets in the areas visited. Scores of businessmen attended these conferences.

In Kuala Lumpur and Penang, Mission members had made 175 referrals of individual U.S. firms' offers to Malaysian businessmen.

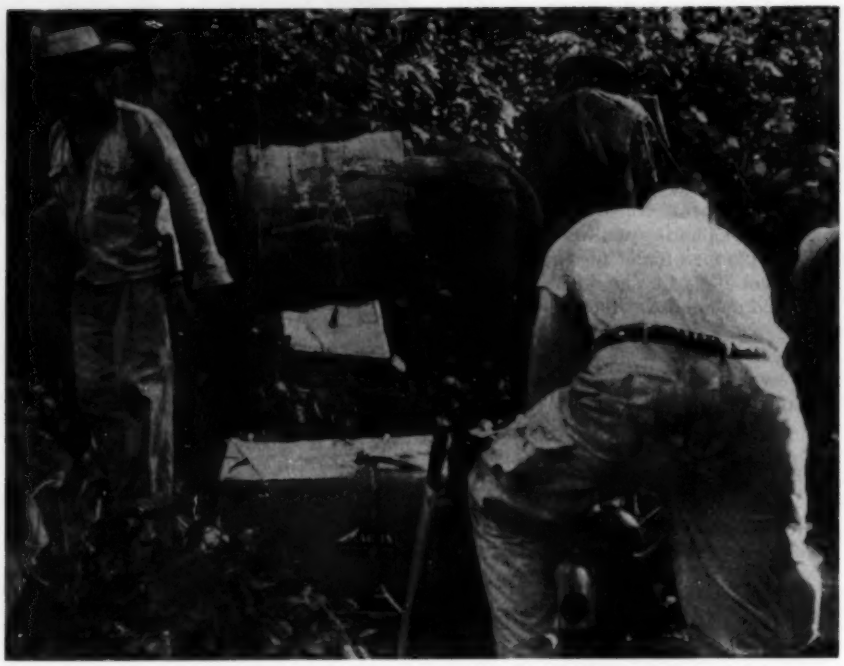
The Mission found in Malaysia a variety of opportunities spurred by an attractive investment climate and by development programs which stimulate import requirements. As industry is expanded and diversified, they point out, more machinery and equipment will be needed.

Expressing interest

They saw an opportunity for development of an integrated forest products industry, and several U.S. companies are consulting with Mission members about this possibility.

They also saw a market for construction equipment, hospital and scientific instruments, consumer goods, and potential for establishment of light local industries such as cement pipe, latex products, and food processing.

The Mission's final report was published in the January 17 issue of INTERNATIONAL COMMERCE. A number of specific offers from Malaysian firms are included in the World Trade Opportunities section of that issue.



PACKAGING OF PERISHABLES GETS JUNGLE TEST in this recent expedition to the unexplored forests of Yucatan, Mexico. The corrugated box made by Georgia-Pacific with insulating walls half inch thick was deemed successful beyond expectations in protecting vital food and supplies during weeks of hot, wet, rough travel. Its weight-saving factor was also important. The box was not specially coated.

DePaul to sponsor U.S.-U.K. seminar

"Doing Business with Great Britain" will be the subject of a two-day executive seminar sponsored by DePaul University on May 11 and 12 in Chicago.

The seminar will cover political, financial, legal and tax aspects of doing business in the U.K. and will feature lectures by British and American experts. John Robey, Britain's Consul-General in Chicago, will officially greet visitors to the seminar. Other British speakers include Peter Parker; Peter J. H. Bentley of Baker McKenzie and Hightower; and John E. Chadwick, Commercial Minister of the British Embassy in Washington.

U.S. speakers are John Turner, University of Minnesota professor of Political Science; Jac L. Goldstucker, chairman of the Marketing Department at DePaul; Richard J. Bannon, tax manager of the International Department of Arthur Young and Co.; and Raymond F. Riesgo, representative of the U.S. Department of Commerce in Washington.

Write: Executive Secretary, Business Conferences, DePaul University. 25 East Jackson Blvd., Chicago, Ill. 60604.

Sets foreign sales at $60 billion total

Robert M. Norris, president of the National Foreign Trade Council, said last week that the foreign sales of American companies "provide essential leverage for our prosperity at home."

At the Cleveland World Trade Conference, Norris estimated total American foreign sales from the United States and overseas affiliates at $60 billion annually. This includes $26 billion in U.S. exports, plus $37 billion foreign sales of U.S. manufacturing and mining affiliates abroad, with some statistical adjustments.

He said $60 billion is "the real measure of what is involved in our current international business and our future potential." He called for "international orientation" and a spirit of evangelism for international business on the part of top management in order to achieve worldwide marketing potentials.

"It is time now to thoroughly orient ourselves as a nation toward worldwide markets," said Norris: "These markets overseas now constitute one of the basic props of our domestic economy."

French to construct marinas along coast to Spanish border

Pleasure boating enthusiasts on increase; fair next year expected to benefit U.S. firms

Boating and marina developments in France make Paris' sixth International Pleasure Boat Show, to be held Jan. 12-22, 1967, of special interest to U.S. firms or their local representatives participate.

The French boating industry has been expanding steadily, except for one brief period, for several years and is expected to continue this growth rate in light of a planned marina construction program along the Mediterranean coast.

The French Government plans to provide 20% of the total of $175 million which will be devoted to marina construction along the coast line between Marseille and the Spanish border.

Other projects planned

Several private projects for other coastal and inland water areas also are planned.

These programs undoubtedly will help the pleasure boating industry and will increase the number of enthusiasts (the present figure is more than 500,000).

U.S. firms which have planned, built and equipped thousands of marinas in the United States would be at a definite advantage on the French market. French Government representatives and persons in the boating business recently have shown a serious interest in U.S. achievements in this field.

Prospects for the sale of the following U.S. products are good to excellent:

Outboard motors, fiberglass boats, modern devices such as remote control systems, depth finders, two-way radios, direction finders and other navigational instruments, safety devices, do-it-yourself repair kits, underwater repair kits, accessories of all sorts, travel lifts, self-service cranes or hoists, piers and floats components, individual boat shelters, and fork lifts for launching and lifting boats from the water.

Licensing arrangements for construction of certain types of pleasure boats also could be considered.

Write: SPODEX, 15 rue de la Paix, Paris 2eme, France.

Additional information on trade fairs and trade center shows, unless otherwise noted, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Lightweight business suits gain in popularity in U.K.

In England, centrally heated offices are getting to be commonplace, and more middle-income Britishers spend their vacations in sun-drenched places abroad.

These two trends offer increased opportunities to U.S. manufacturers of lightweight suits for business and travel wear —a situation attested to by a leading U.S. producer in this field.

Mel Elgart, export manager of Sagner International, New York, N.Y., recently explored the U.K. market and placed his firm's line with the Austin Reed chain. Elgart said he had gained a significant foothold in this market.

The next IMBEX is scheduled for February 1967. Exact dates will be announced later. The Embassy in London urges U.S. firms to enter the show because of the awakening interest in lightweight suits.

Japan electronics show to be held in September

The Electronic Industries Association of Japan has announced that the 5th Japan Electronics Show will be held Sept. 20-29 at the Harumi Fair Grounds in Tokyo.

U.S. participation is invited but must be carried out through the Electronics Industries Association of Washington, D.C. The Embassy in Tokyo said the show will present a good opportunity for manufacturers to display electronic parts and products to a broad range of potential buyers in Japan.

Write: James D. Secrest, Executive Vice President and Secretary, Electronic Industries Association, Washington, D.C. 20006, or Yoshijiro Nagasawa, Secretary of the Fifth Japan Electronics Show Organizing Committee, c/o Electronic Industries Association of Japan, Tosho Building, 14 Marunouchi 3-chome, Chiyoda-ku, Tokyo.

Japanese demand for new building materials shown by Tokyo Center figures

The 34 U.S. firms which participated in the architectural hardware and new building materials show held last month in the Tokyo Trade Center reported direct sales of $49,860 and estimated that $4.5 million worth will be done in the next 12 months.

Registered trade visitors numbered 4,551. These visitors, responding to an effective market development campaign, gave the American products a "hungry" reception and showed the importance attached to new building materials by the Japanese construction industry.

Numerous American products were introduced for the first time in Japan. Seven companies new to the Japanese market displayed their equipment for the first time. The Ridge Tool Co. exhibited its product line in a private showing ten days before the formal show and signed a new agent there.

No agency agreements were concluded by those firms new to the market. The Weyerhaeuser Co. of Tacoma, Wash., appointed two sub-distributors.

All exhibitors agreed that their products, which ranged from door locks to new building methods for application in high-rise construction, and from a great variety of softwood plywood to heating systems and controls, received a qualified and intensive market exposure difficult, if not impossible, to duplicate in Japan. "The follow-up contacts to be made will in itself be a major undertaking," said the Skil Corp. agent.

Copenhagen Industrial Center opens doors to businessmen

The Copenhagen Industrial Center was built recently to give international businessmen a place to exhibit products and talk trade.

Salesmen or company executives now have available exhibition space, showrooms, conference rooms and even kitchen facilities where they will be able to set up their specific program for a day, a week or a month, depending on their needs.

Office and secretarial help as well as telephone facilities will be available.

Write: P. N. Erichsen, CIC Copenhagen Industrial Center A/S, 14 Holbergsgade, Copenhagen K, Denmark.

Haile Selassie visits each of the exhibits as 82 U.S. firms show wares in Ethiopia

Clear and warm weather, the appearance of Emperor Haile Selassie, and a parachute jump marked the inauguration last week of the U.S. National Exhibition in Addis Ababa.

Shortly after Selassie arrived at 10:35 a.m. March 19 with members of the imperial family, he opened the exhibition. At the conclusion of his remarks five members of the U.S. Air Force Blue Masters performed a 20-second delayed jump before opening their parachutes. Three of the team landed in a 75-square-yard jump zone in front of the exhibition, then presented the Emperor with a pair of scissors to cut the ribbon.

Many questions

For the next hour and a half, Selassie, the members of the imperial family, ministers and diplomats took a guided tour of the exhibition. The emperor stopped at each exhibit and frequently asked the more than 65 young Ethiopian student narrators for explanations.

The products and services of 82 U.S. firms were on display. Exhibits are devoted to aids to education and communication, commerce and industry, agriculture, and home and recreation. Sales prospects appeared favorable by the end of the second day.

On Sunday, March 20, more than 3.000 people were waiting to enter the exhibition when it opened at noon. By the time the doors were closed that night, 42,000 people had visited the exhibit area. Press, radio and TV coverage was reported excellent, and a press preview March 18 was attended by more than 60 reporters and broadcasters.

The National Exhibition there is the first for the United States since the Ethiopian Silver Jubilee Fair in 1955. It will close on April 9.

Built around the theme, "For a Better Life and an Advancing Nation," the exhibition tells the story of how the United States grew strong and prosperous from small beginnings. Products on display were selected for their usefulness to the growing Ethiopian economy, industrial development and trade expansion programs.

The United States is keenly interested in assisting Ethiopia in achieving success in its ambitious industrial development plan. An official U.S. trade mission there reported recently that there are many possibilities for cooperation between the two countries in mechanizing farm output; processing meat, poultry and vegetables; manufacturing farm implements and pharmaceuticals, and in transportation and distribution.

Austrians come to Frankfurt to do business with U.S. at electronics exhibition

The recent electronic production and packaging equipment show at the Frankfurt U.S. Trade Center not only attracted German firms interested in U.S. equipment. Twenty-three Austrian businessmen representing 15 companies also attended. This response indicates progress in efforts by U.S. Trade Centers to draw clientele from several nations.

The Austrian presence resulted in a considerable number of new trade contacts. More than 60% of the firms who sent representatives to the show requested offers from one or more of the exhibitors. In two cases, Austrian firms reported that they soon expect visits from representatives of American exhibitors to discuss agency arrangements.

One company in Vienna, which had taken on the representation of an American manufacturer participating in the show, said they had already received several inquiries from potential Austrian customers.

Although some of the automatic production equipment displayed at the Frankfurt Center show was too advanced for the relatively small Austrian market, many items were of great interest to the electronics industry there, including ultrasonic cleaning equipment, cleaning agents, miniature welding equipment, spray etching equipment, dust-free work stations, coil winding machines, semi-conductor devices, and precision torches.

PACKAGING SHOW

U.S. firms have been invited to PAKEX 67, the International Packaging Exhibition to be held at Earl's Court in London May 22-26, 1967.

The exhibition, one of the largest and most comprehensive of its kind in England, attracts thousands of buyers from all parts of the world.

Write: Industrial and Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St., London WC1 (cable: Indatfa, London WC1, Telex 262567).

Farm machinery to be shown at Moscow fair

The International Exhibition of Modern Agricultural Machinery and Equipment will be held May 16-29 in Moscow.

Exhibits will include machinery, equipment and instruments used to mechanize cultivation, harvesting, drying and storing of grain and bean crops, sugar beets, potatoes and vegetables; tractors (self-propelled chassis with sets of mounted attachments and implements); and complex mechanization of construction and using of irrigation-systems, hydraulic works and reclamation machinery.

Also watering machines for various agricultural crops; instruments and electrical equipment for hothouses; machinery for weeds and pest control; equipment for cattle breeding and veterinary; machinery for stock rearing and poultry farms; and apparatuses for use in laboratories of agricultural scientific institutes.

Inquiries may be addressed to USSR, Moscow, U-223, Administration of the International Exhibition, Modern Agricultural Machinery and Equipment. Cable address: Moscow. U-223, Mejdunarodnia seljhozvystavka.

Damascus International Fair scheduled late in summer

American manufacturers will have a chance late in the summer to reach a large portion of the Syrian market at the Damascus International Fair.

The exhibition, which annually draws a million visitors, will be held Aug. 25-Sept. 20. One-fourth of the visitors comes from outside Syria.

Exhibiting firms may not sell the products in their exhibits except through the normal procedure of import licenses and exchange regulations. However, they may generate sales through local agents who take orders for items similar to those on exhibit, provided the importation of the items displayed is not a monopoly of the state import-export corporation, SIMEX.

Application forms, which must be submitted to the Directorate of the International Fair, Baghdad Avenue, Damascus, are available from the Bureau of International Commerce, Commercial Exhibits Division, Department of Commerce, Washington, D.C. 20230.

ENTIRE LINE of insulated clothing was displayed last month by Refrigiwear, Inc., as part of the food processing equipment show at the Milan Trade Center, and later at the U.S. commercial solo show in Madrid. The equipment is designed for use by persons working in refrigerated warehouses where the temperature is well below freezing. The Long Island firm's European campaign is now off the ground.

Long Island firm eyes EEC market, exhibits in fairs

Refrigiwear's insulated suits warm you up at twenty below

The Refrigiwear Co. Inc., of Long Island, N.Y., entered the European market cold recently, but their reception was far from chilly.

Officials of the company, which manufactures insulated clothing designed to warm you up at twenty below, entered the food processing show at the Milan Trade Center in February, then sent their equipment to Spain for the U.S. commercial solo in Madrid.

At both places, company representatives came away convinced there is a market. The ventures "were very worthwhile and the results are very encouraging," said Myron Breakstone, president.

This was the first time the firm had displayed its clothing overseas. At the Madrid show, 500 visitors looked over the suits. In Milan, about 100 examined them.

As a result of participation in the Madrid exhibition, Refrigiwear is working with two representatives, one in the refrigeration field, the other in the sporting goods line. Breakstone said one of the two, depending on which field offers the better selling chance, will be signed.

One of the visitors to their Madrid display was in a slight hurry to buy some suits for men on a refrigerator boat leaving shortly for Portugal. Breakstone and Mortimer Malden, vice president, cabled New York and had five cases shipped across.

The two officials said their line of clothing is competitively priced with similar European-made suits. "There is a market for us," they said, "and we intend to make every effort to develop it."

Among their clients in the United States are all the major food chains, major airlines, ice cream stores, fruit companies, chemical companies, and automobile companies such as Chrysler and Ford, whose mechanics use the clothing for cold wear testing.

Science, machine tool shows to be held in Melbourne

American companies interested in selling scientific equipment and industrial and machine tools in Australia will have the opportunity this year at two fairs in Melbourne.

Science Exhibition, 1966, will be held at the Exhibition Building, Aug. 12-20. Exhibits should show all types of equipment used in science, how science is used in their particular field for the development of Australia, the finished product due to scientific achievement, and opportunities available for scientists.

The International Industrial and Machine Tools Exhibition, the first of its kind in Australia, will be held Sept. 26-Oct. 1. Representatives of leading Australian business firms and production executives are expected to attend.

Write: Peter L. Devenny, 208 3rd St., S.E., Washington, D.C. 20003.

Surge of dentists surprises exhibitors at Milan Center

Exhibitors at the dental equipment show in the Milan Trade Center were caught by surprise by the surge of dentists who highly praised the show format. Sales on the March 11 opening day totaled $10,000.

The show, held March 12-18, was part of a two-pronged U.S. drive aimed at European dentists. The second show opened March 23 in the Frankfurt Trade Center and is scheduled to close on the 30th.

The following comments were typical at the Milan show:

Jules Allemand, agent for Robert Sittig Associates: "This is the best response I have ever seen at a dental show."

Ivan Illic, representing 17 U.S. firms: "In these first two days I have seen more dentists and dental technicians than I have seen in the last six months."

Rolf Heermann, Aqua Tec Corp.: "The response to our product during the first day was tremendous and exceeded our expectation. We sold more than 35 units off the floor with a considerable number of orders to be placed in the following weeks."

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, opened the show festivities with a well-received luncheon speech. A press conference and opening reception afterward drew 300 guests from the press and dental trade.

Finns importing more, but U.S. goods face built-in, man-made obstacles

Finnish tendency to place quality before price aids Americans; balance of payments problem likely to restrict import totals

By JOHN Q. BLODGETT

Counselor for Economic Affairs, U.S. Embassy, Helsinki

The Finnish economy has been operating at near boom levels for the past two years, with a growth in real output of about 6% in 1964 and 5% in 1965.

This rate of economic expansion not only encouraged heavy investment in domestic industry but also led to a remarkable growth in personal incomes. Thus the demand for goods and services rose sharply among both producers and consumers.

Since every increase of 5% in Finnish GNP leads in practice to an increase of 6% in the nation's imports. In fact, Finnish imports have increased by an average of over 10% annually for the past five years. The 1965 increase was about 9%.

This does not mean that Finland is an easy market, particularly for the American exporter. In addition to being nearly 6,000 miles from the nearest American port, Finland is an associate member of the European Free Trade Association, and as such is in the process of dismantling her tariffs on nearly all industrial products supplied by the other EFTA nations.

Finland also has bilateral trade agreements with a number of countries, primarily in Eastern Europe, which have the effect of giving these countries preferential status for the commodities they can supply at reasonably competitive quality and price.

Finally, Finland is a relatively small country of only 4.6 million people, which discourages those American exporters who are unwilling to enter a market with a low volume potential.

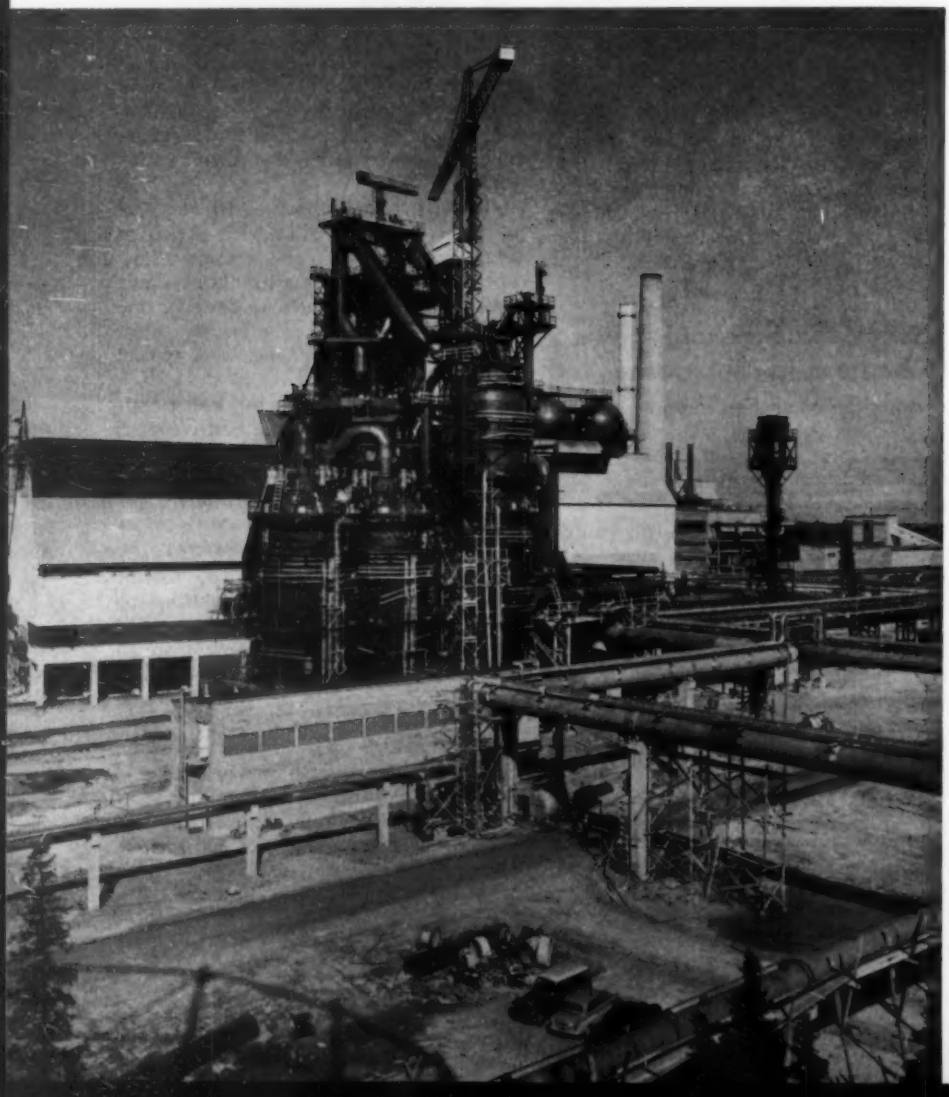
Despite these fundamental disadvantages facing the American exporter in Finland, the fact remains that the United States has actually improved its percentage share of this fast-growing market in the past two years, and it now stands at 6.2%.

This rather remarkable performance seems to be due to three main factors: (1) Finnish industrial expansion has tended to be concentrated in sectors in which American machinery and raw materials are competitive—for example wood processing, metal fabrication, basic chemicals, and wearing apparel; (2) the Finnish private consumer has traditionally been more conscious of quality than price and tends to associate American brand names with quality; and (3) the U.S. Embassy's market development activities have expanded tremendously since 1963.

Sophisticated market

International comparisons are risky, but it is safe to say that the Finnish per capita Gross National Product of about $1,800 in 1965 is one of the 15 highest in the world, and roughly comparable to that of West Germany and Great Britain. Moreover, income in Finland is rather more evenly distributed than in many other countries at the same level of development. Virtually every Finn is a potential consumer of imported goods.

The Finn is highly literate and an avid reader of books, newspapers and periodicals. Finland ranks among the world's highest in terms of television sets per



BLAST FURNACE at Raahe produces 400,000 tons of pig iron annually for Finland's economy. With one of the world's highest per capita incomes and a highly developed industry, Finland is a prime import market. U.S. products face obstacles, however.

capita and more American films are shown on Finnish TV and in Finnish theaters than in any country in Europe. The retail marketing structure is not as centralized or as economically efficient as some others, but boasts many of the most up-to-date sales techniques.

The use of consumer credit is still insignificant by American standards but rapid strides are being made in that direction and a major breakthrough in this selling technique can be expected once the country's monetary structure and balance of payments are strong enough.

Up to Date

The industrial sector is also technically sophisticated. Except for the traditional forest products industries, Finland's manufacturing sector has been developed largely in the past 20 years and has been able to meet growing competition only through an emphasis on the most modern machinery and techniques.

With labor costs rising rapidly and EFTA competition moving in over lowered tariff walls, the importance of still higher technology is growing rather than diminishing. And when it comes to technology the Finns tend to look first toward the United States.

An analysis of Finnish import patterns over the past 24 months shows that the following categories of imports were chiefly responsible for the 36% expansion recorded during the period (the rate of increase between 1963 and 1965 is shown in parentheses): chemicals (50%), transport equipment (70%), machinery other than electric (34%), non-ferrous metals (91%), natural fertilizers and crude minerals (40%), iron and steel (40%), manufactures of metals (50%), clothing (47%), instruments (48%) and mineral fuels (32%).

The trends in Finland's total imports have been closely reflected in the pattern of imports from the United States. During the 1964-65 period, the fastest growing items in our sales to Finland were chemicals and pharmaceuticals, metal-working machinery, metal manufactures, textile fabrics and clothing, fats and oils, scientific instruments and motor vehicles.

Thus, most of the expansion in American sales to Finland has come in the field of producer's goods. This is perhaps due to the fact that the tariff and freight advantages granted to EFTA suppliers are less significant in the case of raw materials and machinery, on which duties were already low, and to the American reputation for quality and durability.

The Finnish industrialist shows little tendency to place low initial cost ahead of long range, trouble-free performance when he is procuring basic equipment. The Bank of Finland also exercises enough control over the use of supplier credits by Finnish importers that the U.S. has not had to face undue competition in the area of financing terms.

Despite the healthy demand for imports, American consumer goods have not fared so well. EFTA suppliers have a significant tariff advantage in this area, and European suppliers as a whole are better geared to servicing a small market with special tastes. The U.S. has managed to do fairly well in textile fabrics and household equipment, although domestic competition is developing rapidly in these fields. U.S. motor vehicles, parts and accessories and on fresh, dried and canned fruit have also sold well, and we have a strong position in the field of marine outboard motors and certain other sporting equipment. In general, however, U.S. exporters have not excelled in the consumer lines and less than 5% of the items offered in a typical department store are of United States origin.

Outlook for 1966

The prospects for a continued expansion in American exports to Finland are clouded by a predicted slow-down in Finland's rate of economic growth and investment, and by Finnish Government programs to discourage imports in the face of an increasingly severe balance of payments problem.

The latest official estimate of real growth in the Gross National Product in 1966 is 3.5%. This is not too bad, but is distinctly less than the past two years. This expected slow-down is based on indications that the markets for certain of Finland's exports, notably pulp and paper, are leveling off, and domestic consumption and investment will be curtailed by a protracted scarcity of loan and risk capital.

The value of Finnish exports in 1966 are expected to be perhaps 6% larger than in 1965. This is a smaller increase than in recent years and will force some cutbacks in industrial output, particularly in the very important wood products.

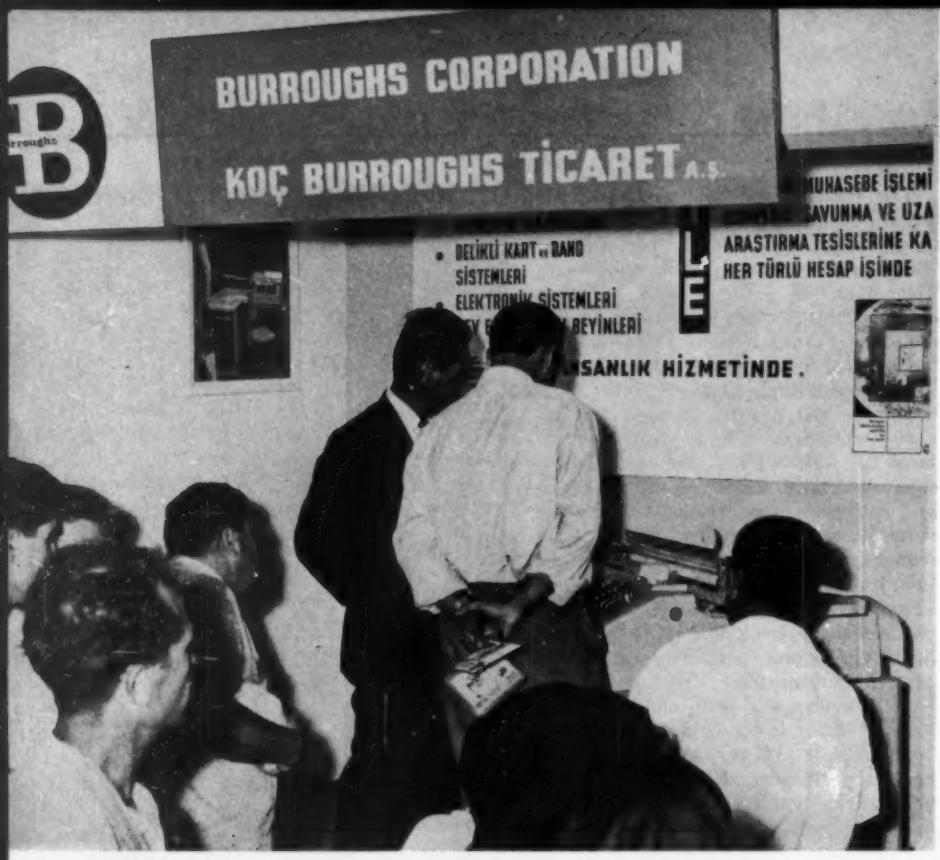
The rapidly emerging metal fabrication sector, on the other hand, is expected to have a good year, thanks in part to large new Soviet orders. Activity in the construction industry is also very high.

Since the metal and construction industries are, by their nature, more labor-intensive than the wood processing industries, there is therefore no reason to anticipate any decline in industrial employment, and thus in urban purchasing power during the present year.

WORKMAN FILLS MOLDS at the W. Rosenlew foundry and engineering works near Helsinki. Finland's industrial sector is technically sophisticated, having been almost entirely developed since World War II.

In fact, the general wage settlements just negotiated call for wage increases averaging between 4.5 and 6% in 1966. With tax levels unchanged, much of this new purchasing power will probably go into consumption, at least to the extent that it is not eaten up by price increases. All signs indicate, therefore, that private consumers' demand for imports will be strong this year.

The demand for investment goods, however, will clearly be weaker. This is



CURIOUS FINNS crowd around the Burroughs business machine display at a recent Helsinki exhibit.

due in part to uncertainties among industrialists concerning their market prospects. The introduction of protective measures in some of Finland's biggest export markets, notably Great Britain, and of course the rapid dismantlement of Finnish tariffs vis-a-vis the EFTA countries, has discouraged investment in the more doubtful industrial sectors.

A greater deterrent to investment, however, has been the scarcity and resultant high cost of available loan capital from both domestic and foreign sources. The tightness of local bank credit is due largely to the recent decline in foreign exchange reserves, and there is no reason to hope for any improvement soon.

Competition for funds

There are also a number of competing investments open to financing institutions, such as housing and government bonds, which make industrial loans relatively less attractive. Therefore, industrial investment will probably decline in 1966.

Since United States exports to Finland depend heavily on demand from the producing sectors, the U.S. may have difficulty in matching its 10% growth rate of 1965, to say nothing of the 25% expansion in 1964 sales to Finland. The best hope for new customers probably lies in the dynamic metal industries and to a lesser extent in the chemical and textile industries.

Bids for the construction of two atomic power plants are already under study and the American bidders should have a good chance of winning contracts. Some U.S. exporters may also be able to take advantage of the growing market for consumer imports, particularly in textiles and foodstuffs.

No big rise

Finnish Government procurement of both investment and consumer goods abroad is not expected to rise significantly in 1966. Total public expenditure is likely to rise by about $300 million this year, or about 12%, but most of this increase will be spent internally. However, there will be opportunities to bid on Central Government and municipal projects involving such items as airport and highway traffic control equipment, pharmaceuticals, educational and scientific material, teaching aids, earthmoving and cargo-handling equipment, telecommunications equipment, railway electrification components, land drainage equipment and forestry machinery.

In addition to the cyclical slow-down and the shortage of credit, the import prospects in 1966 are clouded by the serious balance of payments situation and the measures being taken by the Government to alleviate it.

The merchandise trade deficit in 1965 reached a record $219 million. Due to greatly increased difficulties in borrowing abroad it was not possible to finance this deficit fully from surpluses in the invisibles and capital accounts. As a result there was a net loss of $88 million in foreign exchange reserves, leaving the country with total reserves equivalent to only six weeks' imports at the present rate of compensation.

It is now officially projected that the merchandise trade deficit will be pared down slightly in 1966 but that a further loss of reserves, to the tune of perhaps $31 million, is likely.

Government measures

In measures to improve the balance of payments, the Government's emphasis thus far has been on export promotion and on monetary measures aimed at channeling the limited amount of bank credit into projects which involve a minimum of importing, such as industrial building and similar projects.

In January, however, the Government reluctantly announced the reimposition of quantitative import restrictions on Western passenger cars. Quotas for the first half of 1966 were set at 30% below the corresponding 1965 level. Similar action is possible on other import items if the situation continues to deteriorate, but the Embassy does not anticipate such action because passenger cars are the only significant item which could be restricted without extensive consultations with the EFTA and the GATT organizations.

Another balance of payments program which is gathering steam is a "Buy Finland" campaign. So far this campaign is purely informational in nature and no attempt has been made to force importers, even government agencies, to buy domestic products if available. However, this campaign inevitably will have some inhibiting effect on Finnish imports as time goes on.

Taking all these factors into account, Finnish authorities are projecting an increase of about 3% in total 1966 imports. If anything this estimate is on the low side. But it must be kept in mind that the import duties on most industrial products from the EFTA countries are now down to 20% of their original level and that imports of investment goods, in which the U.S. is most competitive, will probably show an actual decline.

Therefore, imports from the United States will show little, if any expansion in 1966.

Venezuela is $500 million market for U.S.; will be buying more machinery, less consumer goods

Rising protectionism accompanies country's industrial drive; investors await decision on extent of foreign ownership

By ROBERT W. ROSS

Commercial Attache,
U.S. Embassy, Caracas

There is every reason to expect that Venezuela's purchases from abroad will rise in 1966, although not by as much as during 1965.

This oil rich country should continue to rank as the number one U.S. market in South America, buyer of over half a billion dollars worth of our goods annually. The demand for imports will be fired by steady industrial growth, expansion and modernization of agriculture, high levels of government spending, and general good levels of economic activity. Continuation of the trend toward reduced consumer goods imports and increases in purchases of machinery, equipment, semi-manufactured items, and raw materials in Venezuela is likely during 1966.

The most significant factor in the Venezuelan trade picture is the continuing industrialization of the country, with accompanying protectionism. The government is determined to stimulate the establishment of a very wide variety of new factories. Completion of these plants will bring exclusion of competing foreign products, and added momentum to the movement toward increasing self-sufficiency in consumer goods, both durable and non-durable.

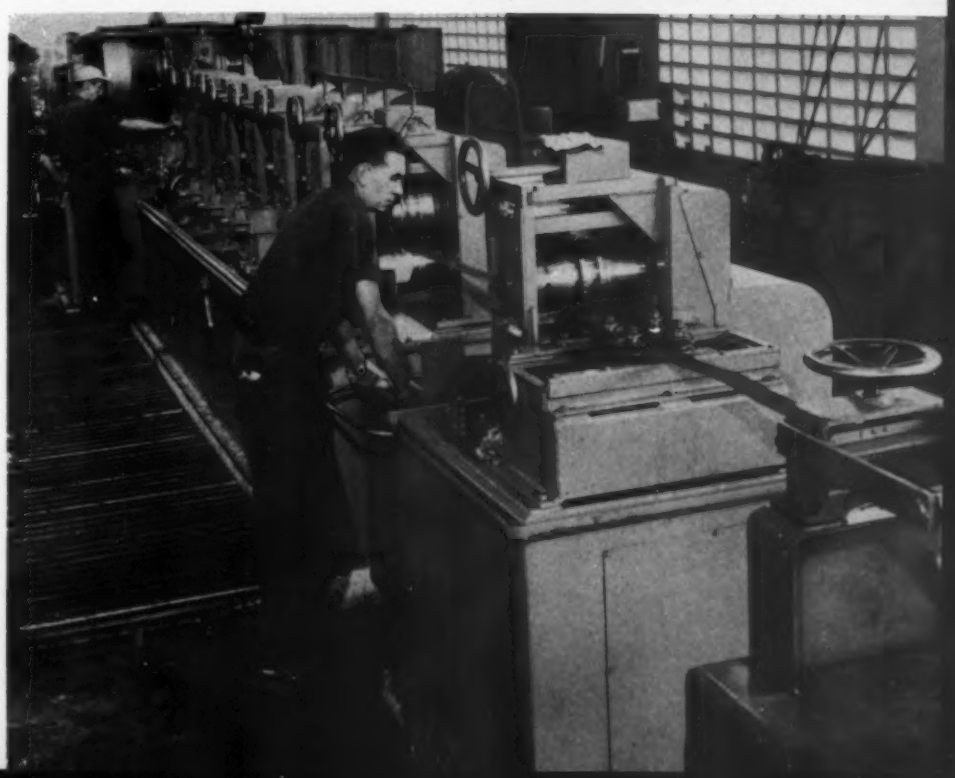
Government spokesmen have indicated some concern over the large number of marginal industrial operations in Venezuela; but no significant steps by the Government to remedy the situation are expected this year.

May remove tariffs

Despite statements about the country's need for medium and basic industries, there will be only moderate moves by the government industries and less by private firms. Not everyone is enchanted, however, by the protectionist trend and there are increasing criticisms of high prices for nationally-made articles and the lack of effective quality standards. There is evidence that the Ministry of Development may intervene in these two problems through withdrawal of tariff protection and exonerations from several domestic industries.

Items affected by the new Venezuelan import controls (either strict licensing or substantial duties) include most textiles, waxed papers, fuses, paperboard, certain rubber sheets and shapes, bicycles and tricycles, motion picture copies, fluorescent tubes, ignition coils, voltage regulators, auto horns, crystal houseware articles, curtain rails and fixtures, fishing nets, galvanized sheets and plates, gummed paper tapes, kitchen utensils, amplifiers and loudspeakers, radio and television receivers, and fresh deciduous fruits.

Market research by the U.S. Embassy indicates that equipment for the metalworking, food processing and packaging, and automotive industries should sell well during 1966. Fast growth and extensive modernization in making metal products is seen on every hand, and the Government has announced that its aid to industries will include special emphasis on metalworking operations. Special attention is being given to the processing and packaging of foods, which offers both the opportunity for a profitable



U.S.-MADE EQUIPMENT manufactures containers for the Venezuelan version of "animal crackers" (at right), while the workman below watches the progress of some seamless steel pipe as it moves along the assembly line at a plant near Caracas.

import substitution industry and an aid to Venezuela's weak agriculture.

At the same time, the local market for modern food packaging techniques is growing impressively, paced by the growth of self-service markets.

The typical Venezuelan auto repair shop has long been a small, ill-equipped establishment lacking modern tools and testing equipment. The market now demands more modern shops, and their number is expected to grow significantly in 1966. Both auto assemblers and oil companies are pressing distributors, agents, and service stations to provide electronic testing and advanced repair services.

The petrochemical industry is high on the Venezuelan Government's list of industrialization priorities, with emphasis upon both products for the national market and for export. However, few installations are expected to go on line this year because of failure to decide on the extent of foreign participation in the industry which will be permitted.

It appears to have become a political question which will not be answered soon.

Foreign partners were expected to be encouraged to join the Instituto Venezolano de Petroquimica (IVP) in these operations, especially those producing for export.

Local auto parts

The Venezuelan Government has reaffirmed its policy of substituting national automobile parts and accessories for the imported articles, but local production will probably not be substantially higher until next year. The wide variety of automobile models assembled in Venezuela and the relatively low volume of output inhibits development of a sound parts industry.

The measures put into effect in late 1965 to protect the national textile industry will reduce imports drastically. At the same time, the textile mills have agreed to re-invest substantial earnings in modernization this year. This should generate purchases of textile machinery. Also, Venezuelan producers indicate a growing interest in the new developments in treatment of textiles, such as wrinkle-proofing, and in producing special fabrics.

The Italian trade show in Caracas this spring, and plans for a U.S. effort in the fall reflect the continued high interest in this market by foreign suppliers. Both of these exhibitions will have export sales, rather than general national "image" as their principal objective. Venezuela is still viewed as a very good market, and a highly competitive one.

Prospering Norway looks to U.S. for products and techniques

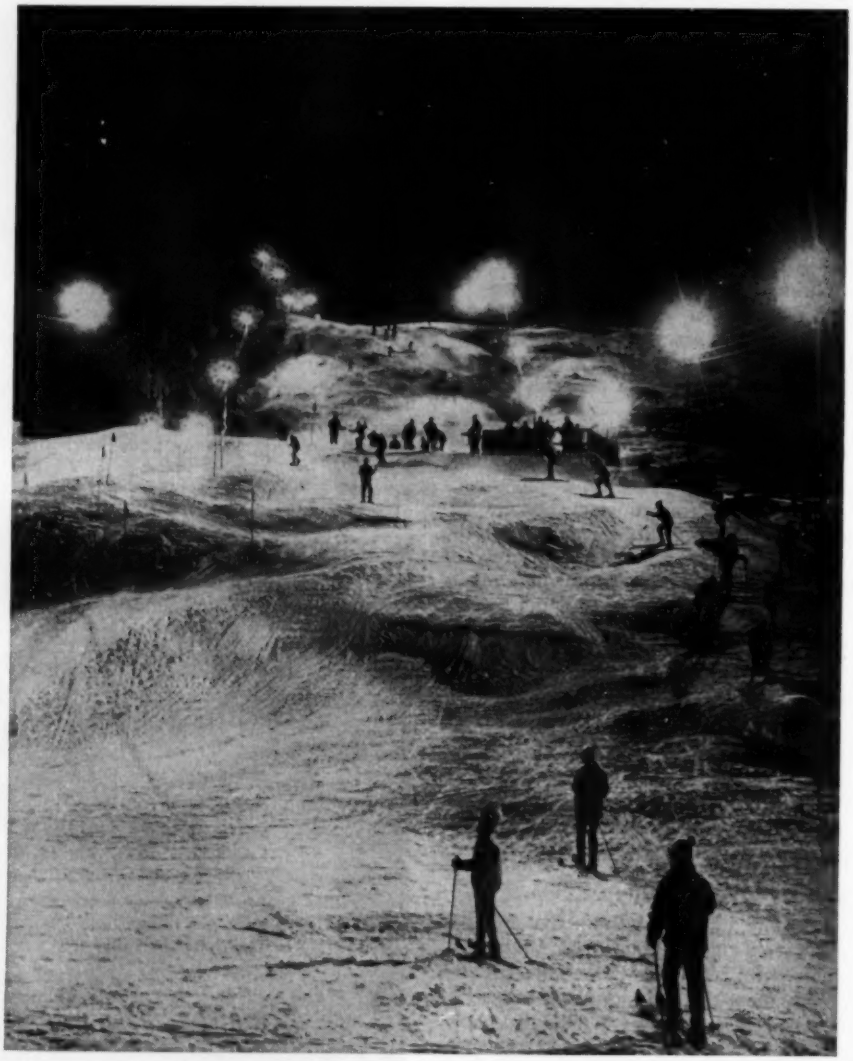
Sales by subsidiaries in Europe beef up U.S. performance; rising living standards bring former luxuries within everyone's reach

By VIRGIL ELLIOTT
Commercial Attache
U.S. Embassy, Oslo

Despite increasing competition from other sources, the outlook for U.S. exports to Norway this year is favorable.

Present indications are that the Norwegian economy in 1966 will see a continued rise in outlays for new plant and equipment and a sustained high level of consumer demand. Government expenditure on goods and services, however, will be only slightly above the 1965 level.

U.S. exports to Norway last year were valued at $154.6 million, an increase of



NORWAY IMPORT SNOW? Well, not quite, but our man in Oslo assures us that U.S. snow-making machines are used to keep these slopes in top shape during rare snowless periods in the ski season.

more than $6 million over 1964. In addition to direct purchases from the United States, a growing amount of American goods is being imported into Norway from European subsidiaries and licensees of U.S. firms.

The U.S. is Norway's fourth largest trading partner, following the United Kingdom, Sweden and West Germany. Last year's imports, excluding ships, from the United Kingdom were up by $14.2 million (5.6%) over 1964, from Sweden $30.1 million (11.2%), and from West Germany $20.8 million (7.7%).

Figures look good

Production statistics for 1965 show an increase of 6.6% in manufacturing, a similar rise in mining output, and an 11% improvement over the 1964 figure for hydroelectric power production. Private investment plans for 1966 envision a 41% jump in spending in the manufacturing field (primarily in metals and chemicals), about the same amount as in 1965 for power plants, and a decline of 32% in mining.

Norway's balance of payments deficit on current account in 1965 amounted to $101.5 million, against a deficit of $74.2 million in 1964. The deficit on the balance of goods and services rose from $17.5 million to $38.4 million.

Net inflow of capital during the year totaled $229.5 million. The country's net holdings of foreign currency increased by $156.5 million and reached $682.6 million at the end of 1965.

Planned trips to the United States by Norwegian businessmen reflect their keen interest in American product development and distribution methods. A number of metalworking plant and ship-building company officials, also seeking to diversify their lines, have expressed interest in discussing the possibility of manufacturing U.S. products in Norway under license.

Considerable attention is being focused on the offshore exploration for oil in the North Sea. An estimated $84 million will be spent on the search for oil in this area during the next several years.

Esso plans to start drilling operations in mid-summer from a $7 million rig now under construction in the United States. A Norwegian company, Akers Mekaniske Verksted, is building a similar drilling platform for the Phillips-Agip group.

U.S. exporters of equipment for the maintenance and repair of these rigs, as well as for supporting services, should have good sales opportunities.

The rising standard of living in Norway, combined with longer vacations, has expanded the market for all kinds of recreation and leisure-time articles, from scuba-diving outfits to hi-fi sets. Once regarded as within the reach of Hollywood film stars only, even private swimming pools are beginning to make their appearance. Department stores report good results from special displays of American products, particularly items for household use.

NORWEGIAN INDUSTRIES can hardly avoid scenic surroundings. This factory is in the Glomfjord area.

An American airplane was chosen for an executive flight service established in Norway earlier this year. The operators have purchased a five-passenger Piper Aztec C and have an option on a larger Piper model. The new service will enable businessmen to get to their destinations and back quickly, without being tied to the flight schedules of the regular airlines.

Norwegian importers have shown particular interest recently in hydraulic presses for heavy industry, nuclear radiation detection equipment, radio and navigation equipment for aircraft, electronic process control instruments, air purifiers, industrial chemicals, carpets and rugs.

There are also good prospects for the sale of certain types of packaging machinery to Norway's food processors. Mounting public concern over air and water pollution should create export opportunities for U.S. manufacturers of equipment designed to deal with these problems.

U.S. firms looking for agents, distributors or licensees in Norway will find it to their advantage to participate in the exhibitions which are held periodically at the U.S. Trade Center for Scandinavia in nearby Stockholm, Sweden. Norwegian businessmen are visiting these shows in increasing numbers for a first-hand look at the latest American products.

American goods have a ready acceptance in Norway and their high quality is recognized, but sellers from other countries are cultivating it and American exporters must be on their toes.

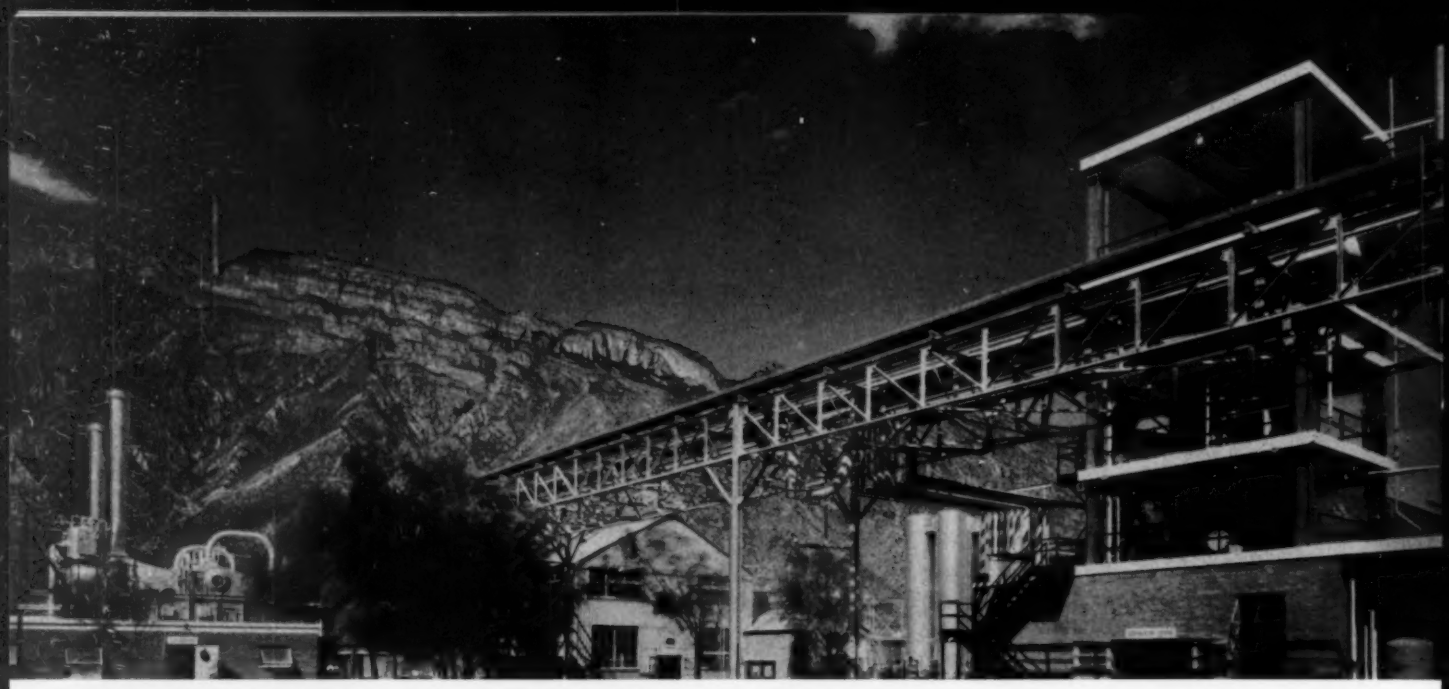
The Poles held an exhibition of consumer goods in Oslo in January and the British will undertake an aggressive trade promotion campaign this spring, to which Prince Philip and the Lord Mayor of London will lend their prestige. Plans have been made to airlift Norwegian businessmen from other cities to Oslo for meetings with their British counterparts.

The Norwegians are expected to make record purchases of wheat and other grains in the United States this year, which will probably bring farm products' share of total Norwegian imports from the United States to well above the traditional one-third.

HOSPITAL FURNITURE

A license to manufacture metal hospital furniture, including equipment made of tubes, is sought by a producer of metal tables and household pumps. The firm, which also does chrome-plating of tables, chairs, and auto parts would consider the assembly of imported parts in its plant.

Write: Etablissements Dupret & Dudeco Reunis S.P.R.L., 5 rue du Palais-Saint-Jacques, Tournai, Belgium. WTD.



VEGETABLE OIL REFINERY near Monterrey is representative of the wide variety of new investments carrying Mexico's economy to new highs every year.

Robust Mexico expects banner year as investments spur growth rate

Four new laws limit role of foreign investors in financial institutions; Patrimony Ministry gets equipment-buying function

Mexico's industrial production increased in the last quarter of 1965, raising gross national production for the year to slightly under 6%, considerably below the extraordinary 10% growth rate of 1964.

After several months of generally tight credit the money market showed some loosening up. Relatively stable prices were only slightly above those of the final quarter of 1964. Mexico's 1965 foreign trade imbalance was reduced about 4.4% compared with 1964, and tourism continued to improve.

The 1966 outlook is for a higher growth rate, as the economy becomes stimulated by increased public and private expenditures. Heavy investments are planned in transportation and communications, including highway and airport construction, purchase of new cargo ships, and improvements in the telephone system. At year's end agricultural prospects were favorable, with record harvests of coffee and sugar.

Consumption levels should rise as the biennial increases in minimum wages supply additional purchasing power. Major economic tasks continue to be improvement of rural conditions, the foreign trade deficit, and maintaining Mexico's creditworthiness in international financial markets.

Retail sales of consumer goods rose in the final quarter; however, sales of some production goods, notably construction materials, lagged behind 1964 sales.

Industrial production reached new highs in the last quarter, particularly in areas of iron, steel, petrochemicals and electric power. Cement production declined slightly and automotive equipment output was below 1964's record levels.

Conversion kinks

Conversion from automotive assembly to manufacture in 1965, with a required 60% Mexican-manufactured content, resulted in considerably higher costs and production delays. Auto sales were good in the last quarter, but profits did not hold up.

The long-awaited price increase, finally authorized in January 1966, averaged around 8%, ranging from 7.3% for small cars to 9.9% for so-called luxury cars. Production of 110,000 units was forecast for this year, compared with 97,000 last year. Imports of automotive items last year declined by $32 million, to $159 million.

The textile industry operated at about 75% of capacity in 1965 and, although the industry continued to modernize, production increased only slightly.

Bankers, businessmen and industrial leaders agreed that the high level of private investments, about 11.5% higher than 1964, was the factor which supported the economy's forward thrust.

A Mexican-Argentine payments agreement of $1.5 million, effective November 1, is expected to stimulate trade between the two countries. Two new regional agricultural banks were created with a capital of $4 million each. In December the $75 million U.S. Treasury Standby Agreement with Mexico was extended for two years.

The National Banking Commission in December granted mortgage credit institutions permission to lend up to 80% of the value of real estate offered as a guarantee for financing the construction of housing "of social interest." The same permission was extended to savings banks and banks with saving departments.

In November the Minister of Finance limited investment by Mexican insurance companies in real estate or industrial property to 15% of the institution's paid-in capital plus capital reserve.

Four other laws further limit the role of foreign investor groups in the capital

structure of financial institutions such as banks and insurance, finance and bonding companies. The basic purpose is to reserve this type of investment to Mexicans. This legislation is reportedly not retroactive.

The 1966 Federal Budget calls for expenditures of over $1.6 billion, or 12% above 1965. Revenues are expected to rise 13%, to $1.56 billion, and operating outlays 16%, to $1.18 billion. Of total expenditures, 37% are for economic development, 40% for social development, 10% for defense, and 13% for administration.

The Budget for State Enterprises and Decentralized Agencies calls for expenditures of $2.58 billion, divided among transport and communication, 11%; industry and commerce, 51%; social development, 23%, and debt amortization, 15%. About $722 million of the budget is slated for PEMEX (petroleum monopoly).

Prices held down

The success of Government efforts to restrict prices was reflected in the small increases in wholesale and retail price indexes. In December, these were 0.2% and 1% respectively above December 1964 indexes. Higher corn costs boosted the December 1965 cost of living index 4.5% higher than the previous December. The price control system was modified to permit ceilings on the 48 essential cost-of-living items at all distribution levels: wholesale, retail and consumer.

Congress has granted the Ministry of National Patrimony authority to coordinate and supervise purchases of equipment and granting of contracts by the Federal Government and most decentralized agencies and state enterprises. However, financing and credit operations of these public bodies remain under control of the Ministry of Finance.

Mexico's total imports in the first 11 months of 1965 were valued at $1,425 million, 4% above the same period of 1964. Imports from the United States were $936 million, compared with $929 million in the same months of 1964. Thus, the U.S. share of Mexico's market dipped 3% to 65.6%.

Mexico's total exports in the first 10 months of 1965 (latest available) were $880 million, an increase of 4.6% over the comparable months of 1964. The United States received 57.2% of Mexico's exports, compared with 56.2% in the same months of 1964.

Recent Government measures to promote Mexico's exports included:

- Trade missions led by the Minister of Industry and Commerce to the United Arab Republic, Nigeria and Great Britain;
- Establishment of a National Foreign Trade Information Center to assist prospective exporters;
- Reorganization of the National Foreign Trade Council (dormant for 5 years) with both government and private industry representatives;
- Initiation of a study to stimulate exports, which will include consideration of the advantages of importing raw materials and parts at prices below domestic market prices.

The Mexican President's January visit to Central America resulted in cultural agreements with El Salvador, Costa Rica, Panama and Nicaragua, and a technical agreement with Nicaragua. He also discussed tourism, joint venture investments, and trade at preferred rates with Central American officials.

Compania Minas de San Luis, principal foreign-owned silver and gold producer in Mexico, is being Mexicanized. Reports indicate that anywhere from 51% to 100% of the stock has been sold to Mexican investors for an estimated $60 to $70 million.

Year-end legislation amended the Mining Law of 1961 to include a lowering of assessment fees on some sizes of claims, a tightening of the Mexicanization process, and the opening of national mineral reserves to Mexicanized firms.

The Gulf Sulphur Company received an export quota of 320,000 tons of sulfur in 1966 and future years, plus 10% of newly discovered reserves as a growth factor. Panamerican, the major sulfur producer, previously received a similar formula with a base export figure of 1.5 million tons. Sulfur exports of both companies in 1965 ran slightly over 1.5 million tons (1.8 million in 1964).

Third quarter crude oil and distillate production was 30.9 million barrels, 3.1% over the second quarter. Crude oil shipments to the United States were less than a million barrels. In 1965 PEMEX received $73.6 million in foreign credits, chiefly from Europe and Japan. PEMEX plans to invest $40 million in reworking shut-in wells in 1966-67.

Construction was speeded up on two new paved highways in Michoacan which will shorten travel between Morelia and Guadalajara by 30 miles and between Morelia and Uruapan by 50 miles. It was announced that 174 million pesos will be invested to complete the 141-kilometer toll road between Puebla and Orizaba by end of 1966.

Transportacion Maritima Mexicana (TMM) has inaugurated ocean passenger service between Los Angeles and Acapulco.

Telefonos de Mexico plans to invest $59.2 million in improvements in 1966, including installation of 140,000 telephones to bring the total to 993,000 units.

Harvesting and milling of all-time record coffee and sugar crops progressed well in late 1965. Smaller irrigated acreages for wheat and corn seem probable in 1966; exports of these two grains in 1965 totaled 1.5 million metric tons.

LAST YEAR'S CHANGEOVER from local assembly to manufacture of autos in Mexico ran into some problems, but output is expected to go up in '66. This man works at Ford Motor Co.'s Mexican plant.

Interested in Mexico?

Businessmen interested in the possibilities of plant investments in Mexico, and in available Mexican manufactured exports, can get free professional counsel from U.S. businessmen who work in Mexico during the May 1-4 annual meeting of the Chamber of Commerce of the U.S. in Washington.

The American Chamber of Commerce of Mexico will sponsor two special advisory groups, one on investments and one on exports, which will explain details of doing business in Mexico at hospitality suites of the Washington Hilton Hotel. Consultation and appointments, 9 a.m.-6 p.m.

Write: American Chamber of Commerce of Mexico, Apartado 82-Bis, Mexico, D.F.

El Salvador's economy in high gear as it heads for another record year

Some weak spots still remain, but most signs are promising; many merchants expect poor cotton crop to lower level of trade

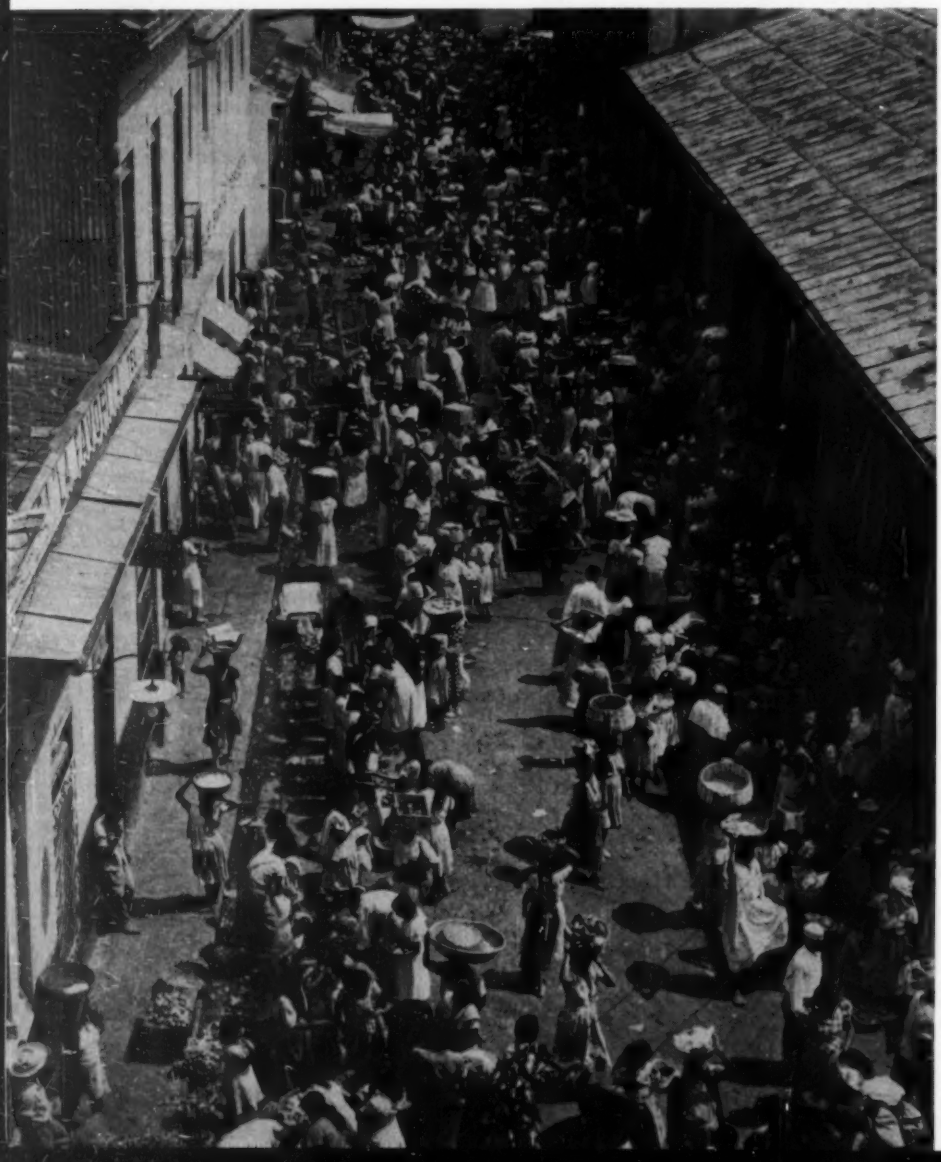
At year's end practically all economic indicators were breaking records in El Salvador. More people were being employed and brought into the money economy, more schools were being built, and more health and medical facilities were available.

Yet, many problems still remained. Housing was scarce, wages had not increased appreciably, and the benefits of economic growth had not filtered down equally through all segments of Salvadoran society.

Fourth quarter business activity, led by record Christmas sales, equaled or surpassed the same period of 1964. Business community reported excellent sales in every area except automobiles, where bank credit restrictions apparently cut down inventories of new cars.

Merchants voiced some misgivings about prospects for 1966, with many predicting a lower trade level due to a projected poor cotton crop. Agricultural tractor sales are expected to fall, lessened agricultural employment may cut into consumer purchases, and insufficient cotton seed output may affect the flourishing vegetable oil industry.

SHOPPERS CROWD A SAN SALVADOR STREET, on the lookout for bargains. The business outlook is bright, but the benefits of economic growth have not filtered down equally throughout the society.



Foreign trade set a new all-time high for the third consecutive year in 1965, and the country suffered its second straight adverse balance of trade. El Salvador's exports were valued at $187 million, compared with 1964's total of $178.2 million. Exports of coffee and cotton comprised 71% of the total. The industrialization and agricultural diversification programs increased other export products by 12% in 1965.

Provisional figures show increases in vegetable oils, chemical products, and miscellaneous manufactured goods of 44%, 43%, and 24% respectively, for the first six months of 1965. At the same time, foodstuff exports—largely coffee and shrimp—and cotton exports declined by 16% and 35% respectively.

During 1965, imports rose 5% to an all-time high of $201 million, compared to a 26% increase in 1964 over 1963. The estimated U.S. share of the market will be between 33% and 35% in 1966. A slackening of the trend toward increased imports along with pressure on foreign exchange reserves indicates the economy may be digesting what it has already imported. Factories built with capital goods imported during the last three years are beginning to produce consumer items.

Chances drying up

At the same time, opportunities for investment in factories producing import substitutes are growing fewer.

Foreign exchange reserves declined seasonally during the quarter, but at the close of the year net international reserves totaled $51.3 million, approximately 27% higher than in 1964. In view of the $13.4 million trade deficit, reserves held up surprisingly well, although imports of capital may have been responsible for the increase.

A two-year budget was presented to the Legislative Assembly in December. Expenditures are expected to total $109.9 million in 1966 and $101.7 million in 1967, although increases may result from still-to-be-negotiated loans.

Public investment is estimated at $27.1 million in 1966 and $20.2 million in 1967. Expenditures for education again command the largest share of the budget, followed in order by public works, public health and social assistance. All areas except agriculture showed increases.

Bank deposits grew by 8% in 1965, compared to 16% in 1964, and bank credit rose 10% as compared to 16%. Loans extended for commerce decreased 12%, while industry, construction, and agricultural loans rose 56%, 28%, and 15% respectively. The changes in the composition of outstanding loans reflects the Central Bank's efforts to channel available credit into more productive ends rather than into financing consumer installment buying.

Drought conditions in the summer and heavy winds during the flowering and harvesting periods lowered production of the 1965-66 coffee crop. This predicted drop coupled with a recent 225,000-bag waiver granted El Salvador under the International Coffee Agreement lightens the Government's concern over a burdensome coffee surplus at the end of the current crop year.

Bugs back again

Insect damage may reduce cotton production for the third straight year, this time by 30%. Coupled with the high local cost of production and the continued weakening of world cotton prices, this will probably cause many farmers to plant other crops next year.

A recent increase in the U.S. sugar quota and a rapid rise in domestic consumption has practically eliminated the sugar surplus problem. Production during 1966 is now estimated at 115,000 metric tons, up 14% over 1965. Corn production in 1965-66 is estimated at 213,900 metric tons, up 12%. Thus, corn imports during the 1965-66 season may drop a bit.

The total value of industrial production for the first six months of 1965 was approximately $66 million, up 16% from the same period of 1964. This growth occurred despite loss of production due to the May earthquake, illustrating the growth in El Salvador's industrial capacity. Most of the land in the industrial area between San Salvador and the airport has been taken up by new plants, and a new industrial area is rising on the North Trunk Road at the town of Apopa, 10 miles north of the city. Limited expansion is taking place in the cities of Santa Ana and San Miguel.

One hundred and forty-one applications for benefits under the Industrial Development Law were granted during 1965. These planned investments totaled $25.1 million and were expected to provide employment for approximately 5,000 persons. Loans granted by INSAFI, the Industrial Development Institute, went up 30% to $5.8 million in 1965, and loans from the newly formed private development bank amounted to approximately $900,000.

ACTIVITY BEGINS AT DAWN on this freighter, before the tropical sun brings work to a halt at midday. El Salvador's foreign trade set new records for the third consecutive year during 1965.

Industries benefiting from these loans included a cotton thread and yarn plant, and factories producing shoes, paper and cardboard products, textiles, and plastic containers. Smaller investments include manufacturing of pharmaceutical specialties, building materials, a foundry, a modern plant to repair and overhaul internal combustion engines, modernization of facilities for producing vegetable oil products, new printing facilities, and an artificial leather plant.

Building construction was at record levels in 1965. The second half of a 500-home middle-income housing project is nearly completed, and the Mortgage Bank used the $1 million housing money it had borrowed from the Central American Bank and received a second $1 million loan.

The country's three savings and loan associations were financing the construction of 243 homes valued at about $2.2 million, and the Government Housing Institute, IVU, constructed 1,128 homes, 648 apartment units, and 1,178 temporary housing units for earthquake victims. IVU presently is constructing 250 homes, 1,152 apartment units, and 800 additional temporary quarters.

Several new U.S.-type shopping centers are moving out of the drawing board stage, and most preliminaries have been completed for a 625-home middle-income development to be financed by an AID guaranteed loan of $4.5 million.

Mexican fabric, plastic firm to purchase equipment, services from U.S. supplier

A leading Mexican producer of coated fabrics and plastic products will purchase equipment and services needed to expand plant capacity from the Farrel Corporation of Ansonia, Conn.

A major item to be purchased in the U.S. will be a high-speed calendering unit. Output of the new unit will be used in such applications as upholstery fabrics, tarpaulins, shower curtains, table cloths, and other end uses.

The Mexican firm, Oplex, S.A., has received a $1.4 million Export-Import Bank loan to finance the U.S. purchases. Total costs of the expansion will be some $2.1 million, including local costs estimated at the equivalent of $420,000. To make up the difference between the Eximbank loan and the total, Oplex will provide additional equity.

The Eximbank loan will be repayable in 12 semiannual installments beginning in 1968.

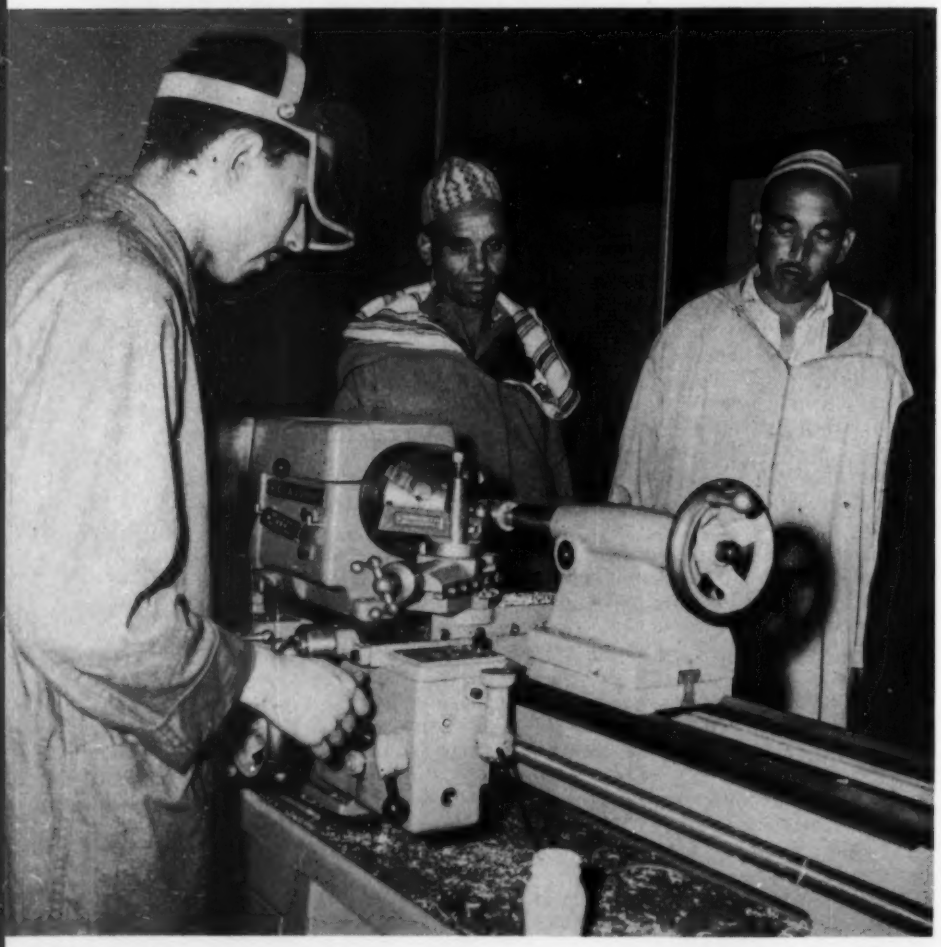
Moroccan economy makes steady, unspectacular climb from slump

Aid program results in heavy imbalance in trade with U.S.; mixed indicators show that full scale rally is not yet underway

Morocco's recovery from the depressed economic conditions of the fall and winter of 1964-65 has been sustained but not spectacular. The foreign exchange position continues to gain strength but reserves are still inadequate.

Customs statistics show the country's foreign trade balance moving from surplus to deficit. Preliminary figures for the first ten months of 1965 show imports of $354.5 million and exports of $351.4 million, or a trade deficit of $3.1 million for the period. This is a drop of $12.9 million from the cumulative surplus at the end of September, but is a great improvement over the $12.6 million deficit for the first ten months of 1964.

MOROCCAN FAIRGOERS watch U.S. equipment demonstrations at a recent Casablanca Trade Fair.



The success of the Government's austerity program to conserve foreign exchange was reflected in a 3.4% drop in total imports for the first ten months of 1965. However, exports were also down by 0.8% due to a large decrease in canned fish sales and a dip in phosphate exports, which were not covered by increases in tomato and orange exports.

France remains Morocco's most important trading partner, accounting for 38.9% of Morocco's imports and buying 44.8% of exports during the January-October period. The U.S., thanks largely to the Food for Peace Program and AID loans, was the next most important supplier of goods to Morocco, with $47.9 million or 13.5% of the total.

Moroccan exports to the U.S. amounted to only $4.5 million, leaving a deficit of $43.4 million on its trade account with the U.S.

Since most Moroccan imports from the U.S. are AID-financed, only a small part of the deficit remained to be settled in convertible currencies. Morocco also has significant trade deficits with Cuba, principal source of Morocco's leading import, sugar, and Formosa, which is becoming an important source of Morocco's second ranking import, tea. The Federal Republic of Germany, Britain, Belgium, and the Netherlands continue to be good customers for Moroccan products.

Mixed outlook

The state of Morocco's domestic economy is reflected in the mixed economic indicators for the third and fourth quarters of 1965. One encouraging sign is that the official Casablanca Cost of Living Index has remained relatively stable. The Index for December 1965 was less than 1.5% higher than December 1964. Demands for higher wages have continued but have been partially met by increasing the family allowance for workers in private industry covered by the national social security system. The increase, equivalent to $1.60 per child per month, will be funded by broadening the base of the

social security tax paid by employers. The increased costs for the employers may, however, tend to push up prices.

The soft spots in the economy are still concentrated in the Casablanca area, which is the manufacturing and commercial center of the nation and the area of the heaviest concentration of European business interests. Cargo tonnage handled in Casablanca port in the last quarter of 1965 fell 8% below the same period in 1964. Declining port activity was due to the overall reduction in imports and the drop in phosphate exports.

The value of new construction authorizations in 1965 was about the same as in 1964 due chiefly to increased constuction activity in Safi and Agadir. The construction industry in Casablanca, however, remains depressed.

On the favorable side, third quarter statistics show gasoline consumption up 6%, electric power consumption up 4%, road freight in ton/kilometers up 17%, and cement production up 7%. Railroad freight in ton/kilometers, however, was off 5% and coal consumption was down 24% from the same quarter of 1964.

The nationalization of handicraft exports which had been previously postponed until January 1, 1966 has been deferred again at least July 1. This is because the Office de Commercialisation et d'Exportation (OCE), in charge of the export nationalization program, has had sufficient problems in handling the export trade in fresh fruits, vegetables, and canned foods, including fish. Early reports are that the citrus season is very successful, but the OCE has encountered difficulties in marketing the canned fish pack.

Much better

Despite the small deficit on Morocco's foreign trade account during the last quarter of 1965, the Bank of Morocco's holdings of gold and foreign exchange continued to rise and net reserves were $84.6 million at the end of November. This is a considerable improvement over the situation during the financial crisis of last year, when net reserves dropped to only $12.1 million at the end of October 1964. The recovery is due both to the success of the government's austerity program, which reduced imports, and to the substantial amount of foreign aid received during the year.

However, $84.6 million is only adequate to purchase foreign goods at the present rate of importation for ten and a half weeks.

The Government's budget for 1966 shows total operating expenditures of $427 million, of which $48 million is for debt servicing (1965 total was $415 million of which $41 million was for debt servicing). Largest budget increases are for education, health, agriculture, tourism, and handicraft promotion. Expenditures for the Ministry of Defense are to be cut by 10%.

Anticipated revenues will cover all but $17 million of the expenditures planned under the regular budget. Although receipts from customs and indirect taxes will probably drop, more efficient collection methods are expected to raise revenues from direct taxes sufficiently to make up the difference, and no significant tax increases are planned. In fact, the corporate and professional tax has been reduced.

Tax ceiling

Another fiscal encouragement to private investors is a new law permitting the Ministry of Finance to guarantee that taxes will not be increased for up to 10 years if companies are contributing to Moroccan economic development.

The development budget for 1966, the second year of Morocco's Three-Year Plan, is set at $160 million. Only 8% of the financing is to be provided from internal sources, the remainder being dependent on external aid. Last year's investment budget was also heavily dependent on foreign loans, which were forthcoming in adequate amounts.

Rains started generally about one month earlier than usual and sufficient moisture in most areas favored earlier, and probably expanded, plantings of food and feed crops.

Below normal precipitation during November, December and January, along with above normal temperatures, however, now casts some doubt on the realization of good crops. In many areas, by the end of January, cereal crops were beginning to suffer from lack of moisture, and heavy sales of livestock due to the prospects of reduced grazing have driven down the price of cattle and sheep.

The total fish catch was reportedly better than average for the winter season, although, according to trade sources, the quality of the fish was not high.

The fish canning industry is experiencing its worst season in ten years. Exports of canned fish for the first five months of the season (June through October) were 40% below the average for the same period of the preceding five years. The local press says the canning industry blames the export decline on rising costs, which are making it more and more difficult for the local industry to compete on the world market. The inexperience of the OCE, which assumed control of export sales last July, is also blamed.

Statistics on Moroccan mineral production through November indicate that the industry had a good if not record year in 1965. Phosphate production, which had increased strongly in 1964, leveled off in 1965. This was expected, since the newly developed areas were not scheduled to begin production until at least this March.

The expansion in phosphate production has been assisted by a $24 million Eximbank loan to the *Office Cherifien des Phosphates* (OCP). The loan will be used to purchase American draglines, earth movers, heavy duty trucks, and other material for the new open pit phosphate mining area.

The 11-month figures for 1965 show higher production of iron ore, coal, lead, zinc, antimony, copper, and metallic manganese. The decline in petroleum production continued, due to exhaustion of reserves.

In addition to increased production of most minerals, Morocco continued to benefit from the high world market prices for lead, zinc, antimony, and copper.

The high price of copper has apparently revived interest in Moroccan copper deposits which, while not rich and located in areas with poor transportation, may possibly be worked by non-intensive methods. In 1964 Morocco produced 6,504 tons of copper ore ranging in metal content from 6 to 39%.

U.S.-Togo economic treaty is 1st with emerging Africa

The recently-signed treaty of amity and economic relations with Togo is the first which the U.S. has signed with a newly-independent African nation.

The new treaty contains fifteen articles. It is of the short, simplified type of general treaty that the United States has been negotiating with a number of countries, but contains the general substance of the normal treaty of friendship, commerce and navigation. Each country:

- agrees to accord the other's citizens and corporations treatment no less favorable than it accords to its own citizens and corporations in carrying on commercial and industrial activities;
- formally endorses high standards regarding the protection of persons, their property and interests;
- recognizes the need to stimulate the international movement of investment capital for economic development; and
- endorses the principles of nondiscriminatory treatment of trade and shipping.

The treaty will enter into force one month after exchange of ratifications.

Indian budget proposals produce mixed reaction from businessmen

No change in import duties seen but personal income, corporate tax rates to increase; gift taxes modified

Tax proposals presented under India's new budget for the fiscal year beginning April 1 have caused mixed reactions in India's business community.

While personal income and corporate tax rates will generally be higher, personal exemptions will be increased, gift taxes and estate duties modified, and the expenditure tax and the tax on bonus shares (stock dividends), will be abolished. No change in import duties is projected, but some excise duties are to be raised. The tax bills must receive parliamentary approval.

In presenting the budget, which forecasts an overall deficit of about $243 million, the Finance Minister noted the adverse effect on industrial production of India's highly restrictive import policy. In view of the country's balance of payments position, however, more liberal import licensing of essential raw materials and components cannot be undertaken without adequate foreign aid.

Efforts will be made to increase foreign exchange earnings through higher exports and invisible receipts from tourism, remittances, and shipping. Finance Minister Chaudhuri stressed the need for reviving India's capital market and stimulating a greater flow of private savings to industrial investment. He attached importance to strengthening and maintaining the confidence of the private sector and to more efficient operation and management of public sector enterprises.

Personal income tax

Personal income taxes will be increased by a flat 10% surcharge on all income taxes payable. Income tax exemptions will be raised from $630 to $735 for single individuals and from $903 to $1,008 for married persons with more than one dependent child. The exemption base for the gift tax was raised to $2,100 and rates reduced on taxable gifts.

The general rates of tax on corporate income will be increased by approximately 10%. The tax on publicly held domestic companies will be raised from 50 to 55%; on closely held domestic companies from 60 to 65%; and on foreign companies from 65 to 70%.

Three major reductions in corporate tax were proposed. The surtax on company profits will be reduced from 40 to 35%. The incidence of the surtax begins with net income exceeding 10% of the corporation's capital base, after computing taxes, development rebates and depreciation allowances. The capital base is defined as equity and preferred capital, reserves, debentures, loans from approved financial institutions, loans of 10 years or more from banks, and loans from foreign sources for creating capital assets in India.

The 7.5% tax on dividends will be levied only on that part of the equity (cash) dividend declared or distributed in excess of 10% of the paid-up equity capital. The 12.5% tax on bonus issues (stock dividends) will be eliminated. Bonus shares will no longer be subject to capital gains tax when issued, but would be when sold.

Proposed concessions

New tax concessions were proposed for priority industries. Three more industries—tea, newsprint, and printing machinery—were added to the list, which includes iron and steel, ferro-alloys, and special steels; non-ferrous metals; coal, lignite, iron ore and bauxite, industrial machinery; boilers and steam generating plants, steam engines, turbines, and internal combustion engines; equipment for the generation, transmission, and distribution of electricity; machine tools; tractors and earth-moving machinery; steel castings and forgings; cement and refractories; fertilizers; paper and pulp; and coffee and rubber. These industries can take advantage of a development rebate of 35% of the cost of new plant and machinery installed up to March 31, 1970. Other industries are eligible for a 20% development rebate.

Concessional tax treatment for priority industries will be simplified. These companies will benefit from a straight deduction of 8% of their profits in computing total taxable income. At present they receive a special rebate on corporate income tax and surtax.

Excise duties will be increased on sugar; quality cotton fabrices, and yarn; rayon and synthetic yarn; cigars, cigarettes, and unmanufactured tobacco; light diesel oil; and sodium silicate and carbon dioxide. New excise duties will be imposed on optical bleaching agents and synthetic detergents.

Revenue Estimates

The revenue (operating) budget for 1966-67 estimates receipts at $5,495 million and disbursements at $5,055, resulting in a surplus of $440 million. Chief revenue items are customs and excise duties, followed by personal and corporate income taxes. Defense services account for about one-third of disbursements.

The capital (development) budget for 1966-67 provides for receipts at $4,099 million, disbursements at $4,782, and a deficit of $683 million. Debt servicing, loans by the central government to the states, and defense are the most significant disbursements in the capital budget.

Italian Government offers investment incentives, guidelines

Special inducements intended to attract industries to south

The Italian Board of Credit has announced new guidelines and incentives for small and medium-sized investments, with special inducements offered to attract new industries to Southern Italy.

By amendment to the credit promotion law, Government loans may now be granted up to 1.5 billion Lire for investments in existing industrial zones in Southern Italy, up to 1 billion Lire for investments outside these zones, and up to 500 million Lire for expansion of existing plants.

For investment in Northern Italy gov-

ernment funds may also be made available, but in smaller amounts. Loans up to 50 million Lire may be granted to investors in the industrial triangle of Milan, Turin, and Genoa, and up to 500 million Lire to investors in other areas. For expansion or modernization in the North, loan applications of up to 250 million Lire will be considered. Interest rates on these Government loans are 6% for projects in the North and 4% in the South.

New industrial zone

Another industrial development of importance is the establishment of a new industrial zone along the superhighway between Milan and Bergamo. This zone, which will consist entirely of private investments, will contain from 50 to 80 industries and may support a population of over 50,000. New industries in this zone are not only eligible for the Government loans outlined above, but will also pay no direct income taxes for 10 years.

Guatemala waives bus import duties

Guatemala has authorized duty-free importation of buses for a 5-year period, in an effort to replace an estimated 1,400 obsolete ones.

The number of imports authorized for each year will be according to the following percentage of the total still required: 20%, 25%, 33%, 50%, and the remainder. At least one-third of all imports must be unassembled.

In order to apply for duty-free imports, local transportation companies must be corporate entities and legally franchised by the Municipality of Guatemala. The buses must be new, i.e., built the year of importation, or the previous or following years, provide a seating capacity of between 40 and 49, and be equipped with both an entry and an exit door. Applicants must verify that all tax payments to the Government have been made.

A 10-day loan copy of Decree-Law No. 431, Feb. 25, 1966, is available from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

AID requests information on U.S. cargoes seized by Pakistan, India

Two Governments to release certain shipments; all companies involved asked to notify AID immediately

The Governments of Pakistan and India have announced their intention to release certain Agency for International Development-financed cargoes seized by them during the recent Pakistan/India hostilities.

The U.S. Government has presented lists of AID-financed cargoes, known to have been seized, to each of the Governments. To verify the accuracy of these lists and to supplement them, if necessary, AID has requested that all companies and persons who shipped AID-financed cargoes included in the contraband list, given below, to either country and expected to arrive in either country during the period September-December, 1965, notify AID in writing immediately.

The letters should be addressed to: Agency for International Development, Office of Capital Development and Finance, Bureau of Near East and South Asia, Washington, D.C. 20523.

To permit identification with the lists, information submitted should include: description of the commodity shipped; date of shipment; name of vessel on which shipped; and name and address of consignee.

Contraband listed

While the U.S. Government has no legal responsibility or liability with respect to the release of these cargoes, this information is sought to enable the U.S. Government to assist the parties involved in obtaining expeditious release of the cargoes.

The contraband list follows: All kinds of arms, ammunition and explosives, and all kinds of materials or appliances suitable for use in chemical, biological or atomic warfare, machines for the manufacture or repair of any of the foregoing, component parts thereof, articles necessary or convenient for their use, materials or ingredients used in their manufacture, articles necessary or convenient for the production or use of such materials or ingredients.

Fuel of all kinds, all conveniences for, or means of, transportation on land, in water or air, and machines used in their manufacture or repair, component parts thereof, instruments, articles or animals necessary or convenient for their use, materials or ingredients used in their manufacture, articles necessary or convenient for the production or use of such materials or ingredients.

All means of communications, tools, implements, instruments, equipment, maps, pictures, papers and other articles, machines, or documents necessary or convenient for carrying on hostile operations, articles necessary or convenient for their manufacture or use.

Precious metals and objects made thereof, coin, bullion, currency, evidence of debts, debentures, bonds, coupons, stocks and shares or any negotiable or marketable security, precious or semi-precious stones, jewels, also metal, materials, dyes, plates, machinery, or other articles necessary or convenient for their manufacture.

Basel, Switzerland, to get natural gas from Germany

An agreement has been signed to supply Basel, Switzerland, with natural gas from Germany. The agreement is part of a program to eventually bring natural gas from the Netherlands to the interior of Switzerland.

The agreement provides that the South German Gas Distribution Utility (Gasversorgung Suddeutschland G.m.b.H.) of Stuttgart will supply 706 million cubic feet of gas yearly to the Swiss Gas Union Middleland (Gasverband Mittelland) of Basel. The natural gas is to reach Basel via a special 35-mile-long pipeline from Freiburg/Breisgau, Germany, that will be completed in 1967.

The Bechtel International Company, San Francisco, through its branch in Basel, has been awarded the contract for the Swiss network from Basel to Bern.

U.S. orders embargo on almost all shipments to Southern Rhodesia

Commodities important to economy affected; some applications for export licenses may be considered

The U.S. has set an embargo of virtually all shipments to Southern Rhodesia of commodities important to the economy of that country.

These commodities include, among others, rubber, petroleum products, chemicals, explosives, iron and steel products, non-ferrous metals, machinery and transport equipment except agricultural machinery, electrical power machinery and parts, telecommunications apparatus, electrical machinery and parts, road-motor vehicles and parts, and aircraft and parts.

Consideration will, however, be given to approval of applications for licenses to export these commodities for:

- Essential needs of the Rhodesian Railways, the Central African Airways, or the Central African Power Corporation (which are operated jointly by Rhodesia and Zambia, and in the case of Central African Airways also by Malawi);
- Essential needs of recognized charitable institutions, diplomatic missions, or their accredited representatives; or
- Purposes justified by other special circumstances.

Applications for licenses to export other commodities to Southern Rhodesia will be denied unless it is found that the shipment would not constitute a significant contribution to the Southern Rhodesian economy.

Humanitarian needs

U.S.-origin commodities considered necessary for essential humanitarian or educational purposes will not be affected and may continue to be exported to Southern Rhodesia under general license.

Shipments to Southern Rhodesia removed from General License G-Dest or General License GLV as the result of the embargo may be exported for a 30-day period, if on dock for lading, on lighter, or laden aboard an exporting carrier or in-transit to a port of exit prior to 12:01 a.m., e.s.t. March 18. If not laden aboard the exporting carrier within 30 days, a validated export license will be required.

The new restrictions were announced in Current Export Bulletin 931 and supplement restrictions invoked on petroleum products, and shotgun and shotgun shells on Dec. 28, 1965, and the Department of Commerce's later announcement that it intended to cut off virtually all exports of importance to the economy of Southern Rhodesia.

These steps are being taken in further support of the United Nations Security Council Resolution of Nov. 20, 1965.

Single copies of Current Export Bulletin 931 are available at 25 cents in Rm. 6043, Department of Commerce, Washington, D.C. 20230, or at any of the Department's 42 Field Offices.

Amsterdam company loses export rights

The Commerce Department has announced indefinite suspension of U.S. export privileges of the firm Nema Meet-En Regeltechniek, also known as Nema Kantoren of Amsterdam; Ute Hilma Seitz, the owner, and Waldamar Seitz, husband of the latter, and operating head of the firm, for failure to furnish information concerning the disposition of certain U.S. origin strategic commodities.

The Seitz firm deals in telecommunications equipment, and the Department's Bureau of International Commerce is seeking to determine if the commodities it is known to have received were re-exported or traded in violation of U.S. export regulations.

Suspension of export privileges is effective immediately, and will remain in effect until the requested information has been furnished.

All validated export licenses in which the firm and its operators have an interest are cancelled and they and their agents are denied the privilege of participating either directly or indirectly in transactions involving commodities or technical data exported from the U.S. Export regulations provide that no person may trade in commodities exported from the U.S. with a party he knows has been denied U.S. export privileges.

Tariff Commission sets public hearing

The U.S. Tariff Commission will hold a public hearing on exports of titanium dioxide, pigment grade, rutile type from Sakai Trading Co., Ltd., the Kouyoh Trading Co., Ltd., and Marubeni-Iida, all of Osaka, Japan.

The hearing which is connected with an investigation instituted under the Antidumping Act of 1921 as amended will take place at 10 a.m. E.S.T. April 18 at the Tariff Commission Bldg., 8th and E Streets NW., Washington.

Interested parties desiring to appear and be heard should notify the Commission Secretary in writing at least three days in advance of the hearing date.

U.S. signs multi-country dollar credit pact with Kenya, Uganda, Tanzania

The U.S. has signed its first multi-country long-term dollar credit agreement under the Food for Peace program with the Governments of Kenya, Uganda and Tanzania.

The East African Common Services Organization will serve as agent for the three African nations.

The program, negotiated under Title IV, Public Law 480, will finance the sale of $3.5 worth of U.S. wheat, including $664,000 for certain ocean transportation costs. The wheat—about 1.8 million bushels—will be used to meet needs created by serious drought in the three countries.

Sales will be made by private U.S. traders during 1966. Credit purchase authorizations will be announced as issued.

Producers in nine states lead 1965 list of foreign aid export orders

Firms in nine states received more than $20 million each in foreign aid export orders during 1965.

The top-producing states, according to the Agency for International Development, were led by Pennsylvania with $45.2 million in AID-financed production reported during the calendar year. New York, Illinois, Ohio, Texas, New Jersey, California, Michigan and Maryland followed.

The geographic sampling of AID-financed production during 1965 showed a volume of $414.4 million, representing about one-third of total yearly commodity procurement from U.S. suppliers resulting from AID program financing. Similarly, states' production figures in the summary usually convey only a portion of their actual business volume in this type of commodity procurement.

In the geographic spread of procurement orders to plants in 49 states, the sampling shows that at least 32 states accounted for more than $1 million each during the year.

Goods shipped

Types of goods exported ranged from railway locomotives, large quantities of iron and steel, and major components of industrial plants and power stations to medicines, farm implements and truck tires.

AID commodity financing usually is confined to industrial products, but the list includes some dairy products and other foodstuffs.

Developing countries can make AID purchases with credits established by AID, largely through repayable loans, for specific needs in their industrial, commercial and agricultural development. Because use of these credits generally is limited to U.S.-source procurement, it is possible for AID to help supply essential goods without serious effect on the U.S. balance of payments.

Procurement generally takes place through normal commercial channels, with information assistance given to U.S. suppliers by AID's Office of Small Business.

The $414.4 million amount of the procurement source sampling includes inland and ocean freight on some transactions—$11.7 million for orders where transport costs were reported separately, plus an undetermined amount for those transactions where transportation was not differentiated within total contract cost.

Including the portion reflected here, approximately $80 million a year is paid to U.S. shipping lines to carry AID-financed cargo, with more than 70% of all AID-financed goods moving on U.S. flag vessels.

Other types of AID program business received by U.S. firms, not reflected in these figures, include port operations related to shipment of these goods and contracts for technical and professional services to assist developing countries.

U.S. to sell Sierra Leone additional farm products

A long-term dollar credit Food for Peace agreement with Sierra Leone has been amended to provide for the sale of $352,000 worth of U.S. agricultural products.

The amendment to the Title IV, Public Law 480, agreement provides for the sale of 44,000 cwt. wheat flour at $236,000; approximately 9,800 bushels of corn at $13,000 and approximately 97,000 pounds of tobacco and tobacco products at $68,000. Ocean transportation estimated at $35,000 is also covered in the agreement.

Sales will be made by U.S. firms and credit purchase authorizations will be announced as issued.

Japanese chemical firm to buy U.S. equipment

Several U.S. firms will supply equipment to Japan's Sumitomo Chemical Company for a program to expand production of ethylene and polyethylene.

Probable U.S. suppliers include Clark Brothers Company, Olean, N.Y.; Midvale-Heppenstall Co., Philadelphia; McCartney Manufacturing Co., Baxter Springs, Kan.; Fisher Governor Co., Marshalltown, Iowa; Houdaille Industries, Inc., Buffalo; Chemetron Corp., Louisville; and John Zink Co., Tulsa.

Cash payments to the U.S. suppliers will be made possible through a $2.35 million Export-Import Bank loan. The U.S. firms, through letters of credit, will receive payment in full for their sales at the time of shipment. U.S. banks making these payments will be reimbursed by Export-Import Bank, which in turn will be repaid by Sumitomo over seven years, beginning in December 1967.

Pre-investment studies planned for Honduras

Pre-investment studies of road, irrigation and ground-water projects will be made in Honduras by engineering and other technical firms based in the U.S. or in Central American countries.

The surveys and studies are designed to help Honduras strengthen its long-range economic planning and to single out promising public and private investment projects.

A $500,000 loan authorized under the Alliance for Progress by the Agency for International Development will pay for the surveys. Possibilities for private investment also will be studied with part of the loan funds.

Honduras' National Economic Council will administer the loan by evaluating proposals submitted by various ministeries and by determining on a priority basis which studies merit AID financing.

The loan is to be repaid in dollars within 40 years, including a 10-year grace period.

U.S., Algeria sign Food for Peace agreement

The U.S. and Algeria have signed an agreement providing for Food for Peace and other programs of cooperation.

Under agreement terms, the Agency for International Development will provide, on a grant basis, 88,200 tons of wheat as supplementary food rations for family feeding during 1966. The Department of Agriculture will sell wheat for dollars under Title IV of Public Law 480.

The two Governments have also agreed to reexamine their cooperative program in the medical field and to examine an annual training program for Algerians in the U.S.

Ethiopian companies make two joint venture proposals

Seek U.S. partners for underwear production; hotel, tourist center

Two proposals reported by the U.S. Trade Mission to Ethiopia indicate opportunities for U.S. investment in a hotel enterprise and a venture to manufacture women's underwear.

Firms interested in following up these proposals are requested to show the Interview Report (IR) number on any correspondence with the Ethiopian firms or with the Bureau of International Commerce. The identifying IR number is listed on each opportunity, immediately after the address of the foreign firm.

Women's underwear

An importer of cotton knit underwear seeks a joint venture to manufacture women's underwear, gauze bandages and absorbent cotton. The firm employs approximately 100 workers and was started in 1964.

Write: Industria Tessile Confezioni Asmara, P.O. box 625, Asmara, Ethiopia. WTD. IR 19x.

Hotels

A new development company seeks a joint venture with an experienced U.S. hotel corporation to establish a hotel and tourist center at Gurgussum Beach, a site on the Red Sea, five miles from Massawa. As a first step in the development project, the firm claims to be building a pre-fabricated two-story hotel on part of a 200,000 square foot area owned by the company. The hotel is scheduled for completion this year.

The second phase of the program, estimated to take five to six years to complete, involves developing the balance of the site by adding small bungalows, improving beach facilities and constructing another hotel. Total cost is estimated at $1.2 million. A U.S. firm is requested to contribute approximately $200,000 in the form of equipment and materials in return for equity.

The company states it has the encouragement and cooperation of the Ethiopan Government in the proposed project.

Write: Gurgussum Beach Hotel Co., P.O. box 362, Asmara, Ethiopia. WTD. IR 18x.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

INDUSTRIAL MACHINERY

A British company manufacturing such heavy engineering equipment as mining winders, steam engines and boilers and transformer tanks seeks a license to produce equipment for gas plants utilizing its present extensive facilities. The firm is particularly interested in making large valves. According to the company, it operates fabricating shops, a foundry producing high grade ferrous castings and machine shops.

Write: Robey & Co., Ltd., P.O. box 23, Globe Works, Lincoln, England. WTD.

Taiwan firm seeks U.S. partner for marble quarrying

Modern machinery, technical know-how needed for project

A Taiwan marble company, wishing to expand, seeks a joint venture with an experienced U.S. marble quarrying firm.

The U.S. investor is asked to provide approximately $500,000, substantially in modern machinery, technical know how, modern marketing and sales promotion techniques. The firm has no objection to a U.S. majority interest and control and is prepared to negotiate details with an interested U.S. firm.

Located in Eastern Taiwan, the firm's operation is reported to comprise an area of approximately 550 acres or five million metric tons of first grade marble conforming to the best standards as to grain markings, color and geological composition. Present production is about 2000 cubic feet a month of marble block plus slabs and other articles. Planned expansion using modern machinery is expected to increase this to over 2000 tons a month. The company states that there is a good road between the mining area and the seaport of Hualien, a distance of 15 miles. It is also reported that total marble reserves in eastern Taiwan are estimated at 300 billion metric tons.

Marble production in Taiwan in 1964 was reported at 812,144 metric tons with exports valued at about $28,000, chiefly to Japan. Other areas which import marble include Hong Kong, Okinawa, Malaysia, Singapore and the U.S.

Write: Shing Tan Marble Mining Industry, Inc., 3 Alley 2, Lane 108 Amoy St., Taipei, Taiwan. WTD.

BARGE, BOAT BUILDING

A French manufacturer of sheet metal, textile mill equipment, ovens, river barges, and boats seeks a licensing arrangement with a U.S. company to produce tugboats, river barges, pleasure boats, metal office furniture and semi-trailer tanks.

Write: Forges de Strasbourg, 75 Allee de la Robertsan, Strasbourg (bas-Rhin) France. WTD.

British producers want U.S. companies to manufacture equipment under license

Three English manufacturers seek U.S. firms to produce, under license ultrasonic cleaning equipment; concrete vibrators; soil compacting machines; universal, horizontal, boring, turning, milling, and grinding machines; and hoists.

Officials of the firms will be in Chicago and New York for consultations with interested U.S. firms from May 7 to May 15.

For additional information on the products and the names and addresses of the English manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned to each product grouping.

Cleaning equipment

Advantages of the ultrasonic cleaning equipment include microscopic cleanliness, faster cleaning, lower costs, use of safer and cheaper cleaning fluids, automatic process, standardized, flexible equipment, and rugged construction. The transducers are constructed of nickel alloy laminations, coupled directly to solid resonant stainless steel probes. The firm's magneto-strictive transducers give maximum energy transfer at the lower frequencies required to generate cavitation in liquids. They can also be used at higher temperatures. The resonant probes which transfer sound energy into the cleaning liquid are machined from forged 18/8/3 stainless steel and mounted in the cleaning tank at their nodal plane. To carry different groupings of transducer elements and provide maximum flexibility of cleaning tank design, probes are available in diameters of 2", 3", 5", and 7". Examples of several hundred varied installations indicate the flexibility of design on standard module generators and transducers. They include: general lab work, cleaning of small instrument parts, cleaning of metal filter candles 30" long, continuous wire descaling at the rate of 120 ft. per minute, cleaning of circular assemblies which are rotated, cleaning components in circular jig directly after lapping, cleaning ball races in large batches, and continuous degreasing of steel strip at 80 ft./per/min. **File 1381.**

The concrete vibrators use a gas engine, an electric motor, or air as a source of power. Capacities of these three different types of vibrators range from 40 cu. yds. to 8 cu. yds. of consolidated concrete an hour. The air models are designed for use with dry and harsh concrete and low slump concrete requiring a small diameter vibrator.

The firm also produces a soil compactor which can be used for a variety of jobs. The machine, described by the firm, is light and small, easy to handle, but very powerful. In addition to soil, it can compact sand and stones, or any granular material including concrete. The compactor is capable of covering 50 ft. per minute and works alongside or right up to walls or columns. It is easily reversed.

A license is also available from the firm for production of its universal tool, reported to have been designed to meet the need for a truly accurate machine tool at a realistic price. This machine is capable of line boring; boring head facings; head and counter borings; end and horizontal milling; external, internal and surface grinding; chuck and faceplate turning; and screw cutting. The manufacturer claims all of these operations are completed on the one machine at very low cost with no loss of accuracy in precision work. A machinist can quickly change from one type of work to another with immediate accurate resetting by virtue of a special key arrangement, according to the firm. **File 1382.**

The third English firm seeks U.S. licensees to produce its hoists and similar products. **File 1383.**

British engineering firm seeks licenses

A British manufacturer of engineering products and its subsidiary seek licenses from U.S. companies to manufacture products in their respective fields.

The parent firm, with extensive experience in the thermal engineering, air conditioning and printing equipment fields, and knowledge of the metal finishing industry, is interested in exclusive licensing rights to manufacture, distribute and install equipment utilizing its technical know-how and existing facilities. It would like to produce equipment selling in the $30,000 price range. Currently, the firm is producing and selling printing drying equipment for rotogravure, letter press and offset printing presses under a licensing agreement.

The subsidiary firm, with manufacturing background in refrigeration machinery and paint spraying equipment and production of sheet metal, stainless steel and aluminum fabrication for the engineering industry, seeks a license to expand its operations by making products in allied fields. The firm is primarily interested in obtaining exclusive manufacturing rights for specified territories, particularly in the United Kingdom. However, in the case of a promising license, consideration would be given to assuming sales and distribution in addition to production.

Write: Carrier Engineering Co., Ltd., Carrier House, Warwick Row, London, SW.1., England. WTD.

Bombay firm seeks license for exterminating products

A Bombay crop protection corporation seeks a license from a U.S. manufacturer to produce rat exterminating products.

The firm is interested in devices, processes and chemicals which have proved effective in the U.S. in eradicating rats.

According to the firm, zinc phosphide and cynogasing, presently being used in India, have not proved very effective.

For further details interested U.S. firms should write and enclose catalogs to: Crop Protections Corp. (CPC), 602 Niranjan, 99 Marine Dr., Opposite Marine Lines Station, Bombay 2, India. WTD.

Report cites investment prospects for Uganda

Tourist facilities, including a hotel and several lodges, as well as a number of public works construction projects in Uganda offer opportunities for U.S. investors and engineering firms according to a report by a U.S. Commercial Attache.

Rural electrification, 350 miles of service roads, replacement of the airport terminal and approach ramps at Entebbe and increased trade with the U.S. on products ranging from agricultural chemicals to patent medicines are some of the subjects covered in the report.

To obtain a copy of the report firms interested in investing, supplying engineering services or trading in Uganda, **write:** Bureau of International Commerce, Office of International Investment, 8620 Department of Commerce, Washington, D.C. 20230.

Registration date extended on Mexican highway projects

Mexico's Secretariat of Public Works has extended the registration deadline to April 15 in order to increase the number of firms that will receive bid invitations on highway and bridge construction projects valued at $64 million.

The project was originally scheduled for May 5, 1965, the deadline, for interested firms to register with the Secretario de Obras Publicas, Boulevard Xola y Avenida Universidad, Mexico 12, D.F., Republica Mexicana. Firms already registered do not have to re-apply unless they desire to add to or change their original data submitted (INTERNATIONAL COMMERCE, April 12, 1965, p.23).

Under this road program, some of the projects remaining to be contracted for and to be financed in part by a World Bank credit, include: (1) Penon-Texcoco Toll Road; (2) Orizaba-Corboda Toll Road; (3) Guadalajara-Zapotlanejo Toll Road; and (4) Apaseo-Irapuato Toll Road.

Registration information, submission forms and project data are contained in a folder, printed in Spanish, "Invitation for Preliminary Selection," that is available from Ing. Perfecto MENDEZ Carpizo, Jefe del Depto. Tecnico, Direccion Gral. de Construcciones de Carreteras Federales, at the Secretaria. A copy of this folder is available to firms located in the U.S., on a loan basis only, from the Building Materials and Construction Industries Division, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601.)

NATO army group wants bids on four tractors, trailers

The Headquarters Support Command, Central Army Group (HSCCAG) intends to purchase four tractors and four trailers with a load-carrying volume of 700 cubic feet; lockable rear van; authorized load of 10-12 tons; tractor trailer type as opposed to single bed; heaters; 4-wheel drive ("preferred but not essential") and gasoline engines ("preferred but not essential"). The four trailers must be able to couple to Ford Tractor truck F-759-1965 with 14 ply, 1100 x 20 tires. Bid deadline is April 12.

U.S. firms wishing to participate may obtain a copy of the invitation to bid from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Two tropospheric scatter links to be installed in Kenya

The East African Posts and Telecommunications Authority, Nairobi, has announced that they will shortly call for tenders for two tropospheric scatter links to be installed in Kenya. Tender documents will be available from the Administration's Central Tender Board, or from the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England, against a deposit.

Further information is available from the office of the Engineer in Chief, Engineering Department, P.O. Box 30310, Nairobi, Kenya.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial farms

ITALY—Vegetable seeds. Agency or direct purchase. Requests replies in Italian or French. Cesare Astuto (importer, retailer, wholesaler, producer), 147 Via Carlo Alberto, Vittoria (Ragusa). WTD 3/8/66.

109 Metal ores

SWEDEN—Mercury metal, mercury salts. Direct purchase and agency. Gilbert Bergman (agency), Vasagatan 5A, Goteborg. WTD 3/2/66.

149 Nonmetallic minerals

SWEDEN—Asbestos fiber. Direct purchase and agency. Gilbert Bergman (agency), Vasagatan 5A, Goteborg. WTD 3/2/66.

151 General building contractors

● **IRAQ**—Postpone until further notice project to construct 37 miles western branch of Ishaqi Canal with the proposed deadline of noon Apr. 20. (INTERNATIONAL COMMERCE, Mar. 14, p. 29) (COMMERCE BUSINESS DAILY, Mar. 8). Postponement requested by Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad.

● **LIBYA**—Construction of Government offices, Benghazi City. Indivisible tender No. 830, bid deadline 10 a.m. Apr. 18. Terms, specifications available for $28 from Public Works Dept., Tripoli or Benghazi. Bid guarantee for 1% of tender value required; successful bidder will deposit 5% of cost of tender. Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousasc-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 3102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: FRanklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-3850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2291, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4743.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00927, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

161 Highway, street construction

● **LIBYA**—Construction of road from Gargaresh to the Sports City and to Gheran, including necessary sewerage, water piping, electricity network in Tripoli. Indivisible tender No. 832, bid deadline 10 a.m. Apr. 18. Specifications, conditions (not returnable) obtainable upon payment of $140 from Office of Public Works, Tripoli or Benghazi. Each bid guarantee required is $28,000, and 5% deposit of tender cost required from successful bidder. Submit bids in sealed envelope marked by tender number and subject to Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli.

195 Small arms

ITALY—Hunting and sports rifles, shotguns, other firearms. Requests replies in Italian. Zacca' Sport (importer, wholesaler, retailer), 35 a/b/c Via De Felice, Catania, Sicily. WTD 3/1/66.

201 Meat products

BELGIUM—Frozen meats, meat offals. Jos. Van Aerde, p.v.b.a., (importer, exporter, wholesaler), Entrepotplaats, 4 Antwerp. WTD 3/9/66.

ITALY—Canned meat, poultry, small game. Direct purchase and agency. Filippo Conrieri & C. (importer, wholesaler, agent), Borgata Leumann, Torino. WTD 3/9/66.

203 Canning, preserving foods

AUSTRALIA—Canned fish, canned meats, pickles, nuts, other specialty food items. Direct purchase and agency. Captain Distributing Co., Pty., Ltd. (importer, manufacturer, wholesaler), 481 Flinders Lane, Melbourne, C.1, Victoria. WTD 1/14/66.

GERMANY—Hawaii pineapples, choice grade, fancy, in cartons of 24 cans Nos. 2 and 2½. California peaches, "Yellow Cling", half fruit, in cartons of 24 cans, No. 2½. California fruit cocktail; in cartons of 24 cans No. 2½ and in cartons of 6 cans No. 10. Cherries, sour, fancy grade "A", in cans No. 10. Other canned fruits for bakeries. Seeks quotations for own account. Requests replies in German. Interback Handelsgesellschaft mbH (importer), 6 Frankfurt am Main, Voelckerstrasse 11. WTD 3/4/66.

● **GREECE**—Canned fish, 88 metric tons. Bid deadline April 13. Ministry of Commerce, State Purchases Directorate "A", Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-4794).

ITALY—Canned sea foods, fruits, vegetables, preserves, jams, other specialties. Direct purchase and agency. Filippo Conrieri & C. (importer, wholesaler, agent), Borgata Leumann, Torino. WTD 3/9/66.

PANAMA—Fruit cocktail, pork and beans, sardines in tomato sauce and olive oil; canned. Raisins, packaged. Requests samples, price lists. Direct purchase, exclusive representation. Isaac Brandon Bros., Inc. (importer, distributor), P.O. box 387, Panama, R.P. WTD 11/17/64.

SAUDI ARABIA—Canned, preserved foods for babies, children. Direct purchase, agency. Request quotations cif Dammam, Saudi Arabia, or fob U.S. port. Gulf Drug Store (importer, retailer, wholesaler), P.O. box 515, Dammam. WTD 3/6/66.

TRINIDAD—All types of salad dressings. Direct purchase and agency. Quesnel & Fernandez, Ltd. (importer, wholesaler, commission merchant, sales agent), 18-20 Londan St., Port of Spain. WTD 10/26/65.

204 Grain mill products

TOGO—Rice and wheat flour. Requests quotations. Indo-Togolese Trading Co., (importer), Lome. WTD in preparation.

207 Confectionery

ITALY—Confectionery, chocolate, chewing gum. S.I.D.A.S. (importer), Via Cernaia 9, Milan. WTD 1/26/66.

209 Food preparations

ITALY—Vegetable cooking and salad oils. Direct purchase and agency. Filippo Conrieri & C. (importer, wholesaler, agent), Borgata Leumann, Torino. WTD 3/9/66.

220 Textile mill products

NETHERLANDS—Trimmings, materials of all types for use in lingerie and foundation garment industries. Direct purchase and exclusive distributorship or agency. K.B. de Leeuw & Co., 250 Nieuwe Zijds Voorburgwal, Amsterdam. WTD 2/23/66.

PORTUGAL—Textile piece goods for women's dresses. Sergio Barbosa Mendes & Filhos, Lda. (importer, sales agent, retailer), Caixa Postal 109, Praia, Cape Verde. WTD in preparation.

221 Broad woven fabric mills, cotton

AUSTRALIA—Upholstery materials. Mervyn Fine, Emfine Furnishing Co., Pty., Ltd. (importers, exporters, manufacturers), 44 Sydenham Rd., Marrackville, N.S.W. WTD 12/-16/65.

FRANCE—Automobile seat cover: cotton. Direct purchase and agency. La Housse Pereire, S.A. (manufacturer, importer, dealer), 197 Bld Pereire, Paris 17e. WTD 1/20/66.

HAITI—Cotton piece goods. Direct purchase and exclusive agency. Edouard Deetjen (manufacturers' representative), P.O. box 995, Port-au-Prince. WTD in preparation.

222 Broad woven fabric mills, man-made fiber, silk

AUSTRALIA—Upholstery materials. Mervyn Fine, Emfine Furnishing Co., Pty., Ltd (importers, exporters, manufacturers), 44 Sydenham Rd., Marrackville, N.S.W. WTD 12/-16/65.

227 Floor covering mills

AUSTRIA—Floor covering materials, broadlooms, tuftings, direct purchase and agency. Telosplastik, Kurt L. Wagner & Co., OHG (importer, wholesaler, manufacturers' representative), Hofmuehlgasse 15-17, A-1061 Vienna. WTD 12/1/65.

FRANCE—Automobile floor coverings, woven materials. Direct purchase and agency. La Housse Pereire, S.A. (manufacturer, importer, dealer), 197 Bld Pereire, Paris 17e. WTD 1/20/66.

GERMANY—Wall-to-wall carpets, nylon or other synthetics; direct purchase, agency; requests quotations cif Hamburg or Bremen. Kadelburg & Co. K.G. (importer, exporter, wholesaler, manufacturer), 12 Schornbaumstrasse, 8520 Erlangen. WTD 3/29/65.

229 Textile goods

AUSTRALIA—Laces, embroideries, allied lines for women's dress trade. Direct purchase and agency. T. Baenziger Pty., Ltd. (importers, wholesalers), 419 City Rd., South Melbourne, Victoria. WTD 12/31/65.

GERMANY—Cotton remnants, bleached and unbleached, from 1 yd. upwards, including cotton piece goods or regular yard goods, swatches, strips for production of polishing discs. Requests quotations cif Bremen. H.E. Eickelmann (importer, manufacturer), 66 Finkenstrasse, 48 Bielefeld. WTD 3/7/66.

230 Apparel

JAPAN—All clothing—men, women, children, infants (to include collegiate wear, sports wear). Direct purchase, agency. T. Kawasaki, Odakyu Electric Railway Co., Ltd. (department store, importer), No. 28, 2-chome, Yoyogi, Shibuya-ku, Tokyo.

PAKISTAN—Used clothing for men, women, children. Sieff Commercial Corp. (importing distributor), 7/Q Gulberg, P.O. box 936, Lahore. WTD 3/2/66.

231 Men's, youths', boys' suits, coats, overcoats

BAHRAIN—Men's, youths', boys' suits, overcoats. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

FRANCE—Men's, boys' suits, coats, overcoats. Direct purchase and agency. OGECOM—Office General de Commission Importation & Exportation (importer, wholesaler, commission merchant), 6 rue Saint Didier, Paris 16e. WTD 12/16/64.

GERMANY—Men's wearing apparel, sports style; blazers, sports coats, slacks, "Palm Beach" suits. Theo Wolf (wholesaler, sales agent), 7 Stuttgart, Buechsenstrasse 31. WTD 3/1/66.

232 Men's, youths', boys' furnishings

BAHRAIN—Men's, youths', boys' furnishings: work clothing, allied garments. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

FRANCE—Men's, boys' shirts, including polo, sports shirts; nightwear. Men's, boys' underwear, separate trousers. Direct purchase and agency. OGECOM—Office General de Commission Importation & Exportation (importer, wholesaler, commission merchant), 6 rue Saint-Didier, Paris 16e. WTD 12/16/64.

GERMANY—Men's sports shirts. Theo Wolf (wholesaler, sales agent), 7 Stuttgart, Buechsenstrasse 31. WTD 3/1/66.

SAUDI ARABIA—Men's trousers, slacks. East and West Store (importer, retailer, wholesaler), P.O. box 303, al-Khobar. WTD 3/6/66.

233 Women's, misses', juniors' outerwear

BAHRAIN—Blouses, waists, shirts, suits, skirts. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

FRANCE—Women's, misses' blouses, dresses, suits, skirts, coats. Direct purchase and agency. OGECOM—Office General de Commission Importation & Exportation (importer, wholesaler, commission merchant), 6 rue Saint-Didier, Paris 16e. WTD 12/16/64.

GERMANY—Sports style dresses, coats. Theo Wolf (wholesaler, sales agent), 7 Stuttgart, Buechsenstrasse 31. WTD 3/1/66.

234 Women's, misses', children's, infants' under garments

BAHRAIN—Women's, misses', children's and infants' underwear; corsets, allied garments. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

FRANCE—Women's, misses', children's underwear, nightwear. Direct purchase, agency. OGECOM—Office General de Commission Importation & Exportation (importer, wholesaler), 6 rue Saint-Didier, Paris 16e. WTD 12/16/64.

236 Girls', children's, infants' outerwear

SAUDI ARABIA—Girls', children's, infants' dresses, blouses, waists, shirts. East and West Store (importer, retailer, wholesaler), P.O. box 303, al-Khobar. WTD 3/6/66.

239 Fabricated textile products

AUSTRALIA—Soft furnishings, e.g., draperies, curtains. Mervyn Fine, Emfine Furnishing Co., Pty., Ltd. (importer, exporter, manufacturer), 44 Sydenham Rd., Marrackville, N.S.W. WTD 12/16/65.

FRANCE—Automobile seat covers, not made in weaving mills; automobile trimmings. Direct purchase and agency. La Housse Pereire, S.A. (manufacturer, importer, dealer), 197 Bld Pereire, Paris 17e. WTD 1/20/66.

244 Wooden containers

TRINIDAD—Wire-bound boxes, crates in knockdown form, for packing, shipping, marketing citrus fruits. Direct purchase and agency. Quesnel & Fernandez, Ltd. (importer, wholesaler, commission merchant, sales agent), 18-20 London St., Port of Spain. WTD 10/26/65.

249 Wood Products

AUSTRIA—Art goods of wood, of type used as gift items, for home decoration. Handelsagentur Mitraco, Friedrich Bauer (sales agent), Pfluggasse 4, A-1090 Vienna. WTD 3/8/66.

251 Household furniture

FRANCE—Wooden, metal furniture for home, outdoor use. Ets. J. Weiller (importing wholesaler), 19 Rue St. Dizier, 54 Nancy. WTD 3/7/66.

JAPAN—Complete range of household equipment, e.g. furniture, fixtures. Direct purchase, agency. T. Kawasaki, Odakyu Electric Railway Co. Ltd. (department store, importer), No. 28, 2-chome, Yoyogi, Shibuya-ku, Tokyo.

252 Office furniture

FRANCE—Wooden, metal office furniture, such as desks, tables, stands. Ets. J. Weiller (importing wholesaler), 19 Rue St. Dizier, 54 Nancy. WTD 3/7/66.

253 Public building, related furniture

FRANCE—Automobile seats. Direct purchase and agency. La Housse Pereire (manufacturer, importer, dealer), 197 Bld Pereire, Paris 17e. WTD 1/20/66.

261 Pulp mills

● **CEYLON**—600 tons bleached sulphate wood pulp, long fibre, suitable for writing, printing, paperboard, pulp boards with high percentage of straw pulp finish. Bid deadline Apr. 6. Chairman, Eastern Paper Mills Corp., P.O. box 1367, 68/70 York St., Colombo, 1.★ (Telephone 202-WO 7-3003).

262 Paper mills

FRANCE—Electrical insulation paper. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer, agent, commission merchant), 10 rue Pergolese, Paris 16e. WTD 1/18/66.

● **IRAN**—15,000,000 booklets of cigarette paper 70x40 mm. each containing 60 sheets 100% pure chiffon paper, white, without odor, striped across, combustible, without nitrates and tartrates, 19-20 grams per square meter basis weight. Bid deadline May 11. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-3003).

White paper, 225 tons, basis weight 90 grs per square meter, in bobbins including: 50 tons, 295 mm bobbin width and 70 mm core diameter; 75 tons, 613 mm bobbin width and 150 mm core; 100 tons, 500 mm bobbin width and 150 mm core. Bid deadline May 14. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

● White and yellow paper, 210 tons, with basis weight 60-65 grs per square meter in reams of 500 sheets, one side glossy, including: 140 tons, yellow, 52 x 90 cms; and 70 tons, white, 45 x 72 cms. Bid deadline May 18. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

● 190 tons white and colored papers in sheets; various sizes and basis weights. Bid deadline May 16. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

263 Paperboard mills

PAKISTAN—Strawboard, 25½" x 30½"; 8, 12, 16, 24, 32 oz. Ferozsons Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

264 Converted paper, paperboard products

BAHRAIN—Gift wrapping paper. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

PAKISTAN—Paper, 22" x 36", 27" x 34", 20" x 30", 36" x 44", 30" x 40", 29" x 44", 27" x 17", 26" x 40"; radio bond, 18" x 23", 44-49 grs; bible paper, 22" x 29", 18 lb. reams; kraft, 29" x 44", 60/64 lb.; tissue (manifold), 18" x 22", 17" x 27", 18/20 lbs; ivory card, 22" x 28"; stationery. Ferozson Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

272 Periodicals

PAKISTAN—Magazines, journals, general type, for men, women, children; cutout design journals. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

273 Books

JORDAN—Hard bound, paper bound books, pleasure, educational. Requests addresses of publishers or exporters, catalogs, trade journals dealing with exportation of books, addresses of book export associations. Middle East Trading and Commission Agency (commission merchant, importer, retailer, wholesaler), Zahra St., P.O. box 436, Jerusalem. WTD. 10/23/65.

PAKISTAN—Books: school, college, technical, professional, general types. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

274 Publishing

PAKISTAN—Maps, political, physical, geological, economic. Ferozsons, Ltd. (importing distributor, manufacturer), Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

275 Commercial printing

PAKISTAN—Playing cards. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

277 Greeting cards

AUSTRALIA—Greeting cards, humorous and comic types and illustrated cards depicting dogs, cats, birds, flowers, children, beach

scenes, bathing beauties and the like. Arthur Shepherd & Co. (importers), 661 George St., Sydney, N.S.W. WTD 10/12/65.

BAHRAIN—Greeting cards for all occasions. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. 416, Bahrain, Arabian Gulf. WTD 4/7/65.

PAKISTAN—Greeting cards: Christmas, New Year, birthday, other occasions. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

278 Bookbinding, related industries

PAKISTAN—Educational charts, diagrams for elementry education. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

281 Industrial chemicals

GERMANY—Chemical products: sodium nitrate, potassium nitrate, dibasic calcium phosphate, borax, boric acid; cif Antwerp, Rotterdam, Hamburg. Direct purchase and agency. Sytana-Handelsgesellschaft E. Harke & Co. (agent, distributor, importer), P.O. box 1605, 433 Muelheim/Ruhr. WTD 6/22/65.

● **IRAQ**—Ammonia gas, 6,000 lb.; chlorine gas, 25,000 lb.; freon gas, No. 12, 4,000 lb.; bleaching powder, 30 tons; ammonium sulfate, 10,000 lb.; aluminum sulfate, 1,000 lb. Prices wanted in U.S. dollars or pounds sterling fob. Delivery period must be given for all items together. The word "NIL" must be written against the items that cannot be offered. Tender No. DMW 6-66, bid deadline April 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender specifications available from the Military Attache, Iraqi Embassy, Washington, D.C.★ (Telephone: 202-WO 7-3465).

PAKISTAN—Chromozole, sodium sulphide, other chemicals for use in tanning industry. Barkat Ali Salahuddin (manufacturer), 25 Chamberlain Rd., Lahore. WTD 3/2/66.

SWEDEN—Chemicals, all kinds, organic, inorganic, direct purchase and agency. Malmsten & Bergvall (agent, wholesaler), Box 48, Goteborg 1. WTD 12/22/65.

Magnesium chloride, magnesium oxide; crude sulphur, for paper industry. Direct purchase and agency. Gilbert Bergman (agency), Vasagatan 5A, Goteborg. WTD 3/2/66.

● **TURKEY**—Aluminum sulfate, 2,056 metric tons, uniform crystal granulation; 90% smaller than 1.70 mm., 10% not over 2.5 mm., white, chemically unpolluted, wholly soluble in water (max, unsolubles 0.2%), Al_2O_3 17% minimum. Bid deadline April 18. Istanbul Sular Idaresi, Istanbul (Istanbul Waterworks Administration). English translations of bidding specifications available for $14 including airmail charges from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

282 Synthetic materials

ENGLAND—Manufacturer and exporter of extruded acrylic tube seeks supplies of cast acrylic tube and rod and small extruded sections. Agency, direct purchase. Brochure illustrating products manufactured available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Richard Daleman, Ltd. (manufacturer, exporter, sales agent), 325 Latimer Rd., London, W.10. WTD 1/21/66.

ITALY—Polyesters and synthetic fibers. Direct purchase and agency. Mario Cavigioli (importer, exporter, agent, commission merchant), Via Garlanda 4, Biella (Vercelli). WTD 12/22/65.

SWEDEN—Plastic materials, synthetic resins, direct purchase, agency. Mamsten & Bergvall (agent, wholesaler), Box 48, Goteborg 1. WTD 12/22/65.

SWITZERLAND—Synthetic paints, varnishes, anti-corrosion. Agency, direct purchase. Pierre Colomb (importer, manufacturer, wholesaler), 10 rue du Midi, 1800 Vevey. WTD in preparation.

283 Drugs

GERMANY—Egg washing agents; new veterinary preparations, apparatus for poultry; medication proportioner. Requests quotations cif European ports. Direct purchase and/or agency. Vigor Gesellschaft mbH. (importer, exporter, manufacturer, wholesaler), 2 Bornstrasse or Postfach 1108, 46 Dortmund. WTD 3/4/66.

SAUDI ARABIA—Pharmaceutical preparations for dental, medical, prescription use. Direct purchase, agency. Requests quotations cif Dammam, Saudi Arabia, or fob U.S. port. Gulf Drug Store (importer, retailer, wholesaler), P.O. box 515, Dammam. WTD 3/6/66.

SWEDEN—Medicinal chemicals, all kinds, direct purchase, agency. Mamsten & Bargvall (agent, wholesaler), Box 48, Goteborg 1. WTD 12/22/65.

SWITZERLAND—Animal health preparations against foot and mouth disease. Rennet. Agency and direct purchase. Georg Nutt (importer, wholesaler), Fansruttistrasse 26, 3550 Langnau, Bern. WTD 5/6/64.

TRINIDAD—Ethical and proprietary drugs for human, veterinary use. Direct purchase and agency. Quesnel & Fernandez, Ltd. (importer, wholesaler, commission merchant, sales agent), 18-20 London St., Port of Spain. WTD 10/26/65.

284 Soap, detergents, cleaning prepartions

BAHRAIN—Perfumes, cosmetics, other toilet preparations. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

NIGERIA—Blue laundry powder in bulk. Quotations cif Lagos. The Premier Trading Co., Ltd. (wholesaler, retailer), SW7/96A, Oke-Bola, P.O. box 337, Ibadan. WTD 2/26/66.

PAKISTAN—Soaps, cosmetics, other toilet preparations, toothpaste, powders, lipsticks, nail polish, nail polish removers. Ferozson, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

SAUDI ARABIA—Cosmetics, perfumes, similar articles. Requests quotations cif Dammam, Saudi Arabia, or fob U.S. port. Direct purchase and agency. Gulf Drug Store (importer, retailer, wholesaler), P.O. box 515, Dammam. WTD 3/6/66.

Perfumes, cosmetics, similar toilet preparations. East and West Store (importer, retailer, wholesaler), P.O. box 303, al-Khobar. WTD 3/6/66.

● **SUDAN**—Soft soap, brown, 30 mt.; conforming to following specification: fatty acids 44.96%, potash (K_2O) 8.82%, water and glycerol 46.22%. Tender No. 3438, bid deadline Apr. 19. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, SW. 1.★ (Telephone: 202-WO 7-2067).

TOGO—Hair dressing materials, other cosmetics. Direct purchase and agency. United Togo Trading Co., Ltd. (importer), 11 rue du Grand Marche, B.P. 1284, Lome. WTD 9/30/65.

285 Paints, varnishes, lacquers, enamels

FRANCE—Black varnish, colored varnishes, for use on women's shoes. Requests replies in French. Elko (manufacturer, wholesaler, importer), 35 rue des Prairies, 75-Paris (20). WTD 2/28/66.

SWITZERLAND—Paints, varnishes, lacquers, enamels, wood fillers, anti-corrosion paints, products. Agency and direct purchase. Pierre Colomb (importer, manufacturer, wholesaler), 10 rue du Midi, 1800 Vevey. WTD in preparation.

286 Gum, wood chemicals

FRANCE—Paper-mill turpentine; p[illegible]-mill residuals, related gum and wood ch[illegible]micals. Les Derives Resiniques & Terpeniq[illegible] (producer, wholesaler), Dax, 30 Rue G[illegible]betta (40), Landes. WTD 6/29/65.

287 Agricultural chemicals

ITALY—Insecticides, fertilizers for vegetables. Agency or direct purchase. Requests replies in Italian or French. Cesare Astuto (importer, retailer, wholesaler, producer), 147 Via Carlo Alberto, Vittoria (Ragusa). WTD 3/8/66.

289 Chemical products

PAKISTAN—Letterpress inks; offset ink (process ink); halftone ink; embossing inks; chemicals and chemical preparations for use in printing industry; carbon black. Ferozson, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

SWITZERLAND—Water treating compounds. Agency, direct purchase. Pierre Colomb (importer, manufacturer, wholesaler), 10 rue du Midi, 1800 Vevey. WTD in preparation.

301 Tires, tubes

DUBAI—Tires, inner tubes. Direct purchase and agency. Obaid Mohamed al-Mansoori & Bros. (importer, retailer, wholesaler), P.O. box 173, Dubai, Trucial States. WTD 3/6/66.

IRAQ—Tires, tubes for passenger cars, trucks. Direct purchase and agency. Haj Abdulla Al Sarraf & Sons (importer, wholesaler, retailer), Bank St., Baghdad. WTD 3/8/66.

306 Fabricated rubber products

PAKISTAN—Stationers' sundries. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

307 Plastics products

AUSTRIA—Plastic film, novelty plastics products, particularly household, kitchen articles; floor covering materials, direct purchase and agency. Telosplastik, Kurt L. Wagner & Co., OHG (importer, wholesaler, manufacturers' representative), Hofmuehlgasse 15-17, A-1061 Vienna. WTD 12/1/65.

314 Footwear

FRANCE—Inexpensive shoes for women, children. Direct purchase and agency. OGECOM—Office General de Commission Importation & Exportation (importer, wholesaler, commission merchant), 6 rue Saint Didier, Paris 16e. WTD 12/16/64.

322 Glass, glassware

FRANCE—Glass electrical insulators. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer, agent, commission merchant), 10 rue Pergolese, Paris 16e. WTD 1/18/66.

TRINIDAD—All types of domestic glassware, including ovenware. Direct purchase and agency. Quesnel & Fernandez, Ltd. (importer, wholesaler, commission merchant, sales agent), 18-20 London St., Port of Spain. WTD 10/26/65.

326 Pottery

FRANCE—Porcelain electrical insulators. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer, agent, commission merchant), 10 rue Pergolese, Paris 16e. WTD 1/18/66.

● **GREECE**—Supply of 35,000 suspension insulators made of wet-process porcelain or toughened glass; 10,000 units are to be of the fog type. Tender No. DMPM-336/337, bid deadline now set for April 20. INTERNATIONAL COMMERCE, March 14, p. 30). Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

329 Abrasive products

● **CEYLON**—100 grinding wheels of various types, sizes, grades, grits. Bid deadline Apr. 11. Chairman, Tender Board, Ceylon State Hardware Corp., 242 Havelock Rd., Colombo.★ (Telephone: 202-WO 7-5652).

FRANCE—Mica, for electrical insulation. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer, agent, commission merchant), 10 rue Pergolese, Paris 16e. WTD 1/18/66.

KOREA—Industrial packing; gaskets. Direct purchase and agency. Samy Co., Ltd. (commission agent, I.P.O. box 2213, Seoul. WTD 2/25/66.

331 Steel mill products

● **INDIA**—1950 metric tons of plates; H.T.S. plates, angles and billets. Tender No. S-67, bid deadline April 15. Director, Wagon Production, Ministry of Railways (Railways Board), Rail Bhavan, Raisina Rd., New Delhi. Tender documents available for $2.10 each (unrefundable) from India Supply Mission (Ref. No. D/ENQ/1968), 2536 Massachusetts Ave. NW., Washington, D.C. 20008. A copy of the tender document available for examination only in the Iron & Steel Division, Rm. 4222, Department of Commerce, Washington, D.C.

ITALY—Stainless steel strips, thickness 0.2 to 0.5 mm., width 1000 mm. Longhi & Co. (manufacturer), Via Crocette 35, Pedrengo (Bergamo). WTD 1/18/66.

Iron scrap No. 1, ISIS; 4000 tons a month. Acciaierie & Ferriere Pugliesi S.p.A. (manufacturer, importer), Via G. Capruzzi 318, Bari. WTD 2/28/66.

PAKISTAN—Angle iron, BSS 15. Mild steel joints, BSS4. Mild steel channels, BSS-EN20, 1449. Steel bars, bright, drawn. BS970/EN3B. Mild steel, cold rolled, BS-1449/EN2B. Steel, deep drawn, bright, BS/1449/EN/2A. M.S. tube, bright, solid, drawn, BS-980/CDS-10 or 11. M.S. plain sheets, galvanized, hot dipped, 6′ x 3′, BG 16-26, BSS 2989. Steel shell bars, gothic section squares, 3⅞″ x 3⅞″; 4$^{15}/_{16}$″ diagonal, ⅜″ corner; BSS A20/DEF.24A. Cast iron scrap in 8″ max. pcs., thickness not exceeding 3″; chemical composition—C 3/3.5%, Sc 1.75/2.0%, Mn 0.5/1.5%, S 0.1% max., Ph 0.4% max. Pig iron, foundry grade III. Tinplate, thickness .0083″, width 1$^{5}/_{16}$″, BSS/2920/Sec C32. Railroad rails, 100 lb., high carbon steel. Sieff Commercial Corp. (importing distributor), 7/Q Gulberg, P.O. box 936, Lahore. WTD 3/2/66.

Silicon electrical steel sheets, 32″ x 70″, 26 British gauge, not pickled, both sides insulated, maximum core loss 2.63 watts/kg at 10,000 gausses and 50 cycles, for use in the manufacture of electric fans. Pig iron, foundry grade: silicon 2.75/3.5%, sulfur .04%, phosphorus .7/1.0%, manganese .6/1.0%, carbon approx. 3.5%. Winding wire, 16 to 36 swg. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala, West. WTD 3/2/66.

333 Primary smelting, refining of nonferrous metals

FRANCE—Special metals for electronics: palladium; exclusive of molybdenum, tungsten, tantalum. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer, agent, commission merchant), 10 rue Pergolese, Paris 16e. WTD 1/18/66.

ITALY—Electrolytic copper wire bars. Direct purchase and agency. Mezzoli & Cerrato S.p.A. (manufacturer, wholesaler, importer, exporter), Strada del Cascinotto 172, Torino. WTD 3/3/66.

PAKISTAN—Brass, bronze, aluminum, zinc, tin, lead, for use in manufacture of sanitary fittings, electric fans. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala. WTD 3/2/66.

335 Rolling, drawing, extruding nonferrous metals

HONG KONG—Aluminum alloy sheet, 2 mm. thick, minimum length 3 ft., for making combs. Calmland Corp. 904 Kwong On Bank Bldg., Queen's Rd. Central, Hong Kong. Cable: CALMLAND. WTD in preparation.

PAKISTAN—Enameled/synthetic copper wire, type "M", to BSS 1844 or latest specifications, SWG 17 to 40, for use in manufacture of electric fans. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala, West WTD 3/2/66.

THAILAND—Aluminum electric wire, sizes 0.155; 0.248; 0.3875; 0.5425; 0.775; 1.085; 1.395; 1.860 to 2.325 sq. in. Requires 6 to 8,000 lb. of each size. Requests samples if possible, catalogs and cif Bangkok quotations. Sang Tong Thai Ltd., Partnership (importer, indent agent), 249/1 Jawaraj Rd., Bangkok. WTD 9/3/65.

● **TURKEY**—20 ton zinc plates for boilers not less than 99.99% purity, 120 x 290 x 25 mm. Tender No. 966/3011, bid deadline Apr. 8. Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-2298).

342 Cutlery, hand tools, general hardware

AUSTRALIA—Builders' hardware, e.g., locks, casement fastenings. Direct purchase and agency. E. P. Houghton, Pty., Ltd. (importer, wholesaler, agent), 379 Kent St., Sydney, N.S.W. WTD 2/24/66.

FRANCE—Builders', general hardware; hand tools, small implements, accessories for home use; do-it-yourself kits; related equipment. Direct purchase, agency. Requests replies in French. Roger Pellegrin (dealer, sales agent), 59 Rue de la Republique, 31 toulouse, Haute-Garonne. WTD 3/3/66.

JAPAN—Complete range of household equipment, hardware. Direct purchase. agency. T. Kawasaki, Odakyu Electric Railway Co., Ltd. (department store, importer), No. 28, 2-chome, Yoyogi, Shibuya-ku, Tokyo.

SOUTH AFRICA—All types of hand tools, accessories; edge tools; files, rasps, file accessories; hand saws, saw blades, saw accessories. Shelf, building, furniture hardware. Direct purchase, agency. Cape Hardware & Tool Suppliers (importing distributor), 10 Lower Burg St., Cape Town, Cape Province. WTD in preparation.

344 Fabricated structural metal products

AUSTRALIA—Awnings, Mervyn Fine, Emfine Furnishing Co., Pty., Ltd. (importer, exporter, manufacturer), 44 Sydenham Rd., Marrackville, N.S.W. WTD 12/16/65.

346 Metal stampings

HONDURAS—Kitchen utensils, porcelain enameled. Requests replies in Spanish. Distribuidora Excelsior (wholesaler, retailer), Apartado Postal No. 592, San Pedro Sula. WTD in preparation.

349 Fabricated metal products

AUSTRALIA—Pipeline equipment, e.g., industrial valves, shipping industry valves, oil refining valves. Bell's Asbestos and Engineering (Australia), Ltd. (importer, wholesaler), 52 Foveaux St., Sydney, N.S.W. WTD 2/24/66.

352 Farm machinery

GERMANY—Egg washing machine. 220 volts, with heater, thermostat, capacity 60 to 200 eggs. Requests quotations cif European ports. Direct purchase and/or agency. Vigor Gesellschaft mbH. (importer, exporter, manufacturer, wholesaler), 2 Bornstrasse or Postfach 1108, 46 Dortmund. WTD 3/4/66.

SWITZERLAND—Farm machinery, all kinds. Direct purchase and agency. Requests replies in German. Zumstein A.G. (manufacturer, distributor), P.B. 12, 4528 Zuchwil. WTD in preparation.

TRINIDAD—All types of poultry farm equipment, supplies such as feeding troughs. Direct purchase, agency. Quesnel & Fernandez, Ltd. (importer, wholesaler, commission merchant, sales agent), 18-20 London St., Port of Spain. WTD 10/26/65.

353 Construction machinery

● **ARGENTINA**—One water well drilling machine, heavy duty portable rotary type, capable of drilling 6-in. hole with 2⅞″ drill rod to 1500 ft. deep. Drill shall be mounted on a gasoline (80 octane) engine driven truck of sufficient capacity. Tender No. 6-10247, bid deadline Apr. 5. Additional information, specifications may be obtained from United Nations, Purchase and Transportation Division, Rm. 2166B, New York, N.Y. (Telephone: 212 PL 4-1234).

● **CEYLON**—One crawler mounted power crane-dragline combination, crane to have a

safe lift capacity of 20 tons (2240 lb.) at 60 ft. and 5 tons at 100 ft. radius, powered by a diesel engine of not less than 350 hp.; one crawler mounted power shovel, 3½ cu. yd. rock dipper, powered by a diesel engine of not less than 275 hp.; three off-highway rear dump haulers of 18 cu. yd. capacity; one air powered track mounted self-propelled rock drill equipped with various drilling accessories; 24 tungsten carbide tipped four point 2″ diameter bits; 24 similar but with 2¾″ diameter bits; 12 similar but with 4″ diameter bits; one pedestal mounted grinder for sharpening drill bit steel up to 4″ diameter, 3 ph 400v. electric drive; one 600 c.f.m. air compressor, diesel powered, both engine and compressor to be air cooled type. Global Tender, bid deadline Apr. 30. The Chairman, Tender Board, Ministry of Nationalised Services, Colombo.★ (Telephone: 202-WO 7-5566).

GERMANY—Heavy and heaviest mobile cranes, hydraulic cranes, crawler cranes; road tractors; building machinery for water supply, including mobile excavators, crawler mounted excavators, ditching and digging machinery, convertible crawler and trench shovels. Requests quotations cif Rotterdam or fob New York; replies in German. Direct purchase and/or agency. R. & H. Heydemann (rental business), 109/119 Grabenstrasse, 41 Duisburg. WTD 2/14/66.

SWITZERLAND—Construction machinery, road power sweepers in particular. Direct purchase and agency. Requests replies in German. Zumstein AG (manufacturer, distributor), P.B. 12, 4528 Zuchwill. WTD in preparation.

TURKEY—Concrete batching plant, including stone crusher, cement storage, sand and pebble screen, washer, elevator, weighing, grading and separating equipment. Capacity of 9000 m3 yearly pebble consumption. Pebbles 3 to 15 mm. High grade concrete. All accessories. Requests detailed description, price quotations. Betontas Sanayii, T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

Cranes, truck-mounted for field use in rough terrain. For erecting concrete poles 50 ft. long, 5 tons. Prefers Diesel motor. 4-wheel drive. 2 units complete with pully buckles, accessories, spare parts. Requests detailed replies, price quotations fob and cif Izmir. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

Cranes, overhead traveling electric, with a span of 16 meters, capacity 10 tons, complete with heavy-duty winch hoisting gear, catwalk, cable, and other accessories. 6 complete units. Requests detailed replies with price quotations. Betontas Sanayii T.A.S. (manufacturer), (P.K. 424,) Gaziemir, Izmir. WTD 11/2/65.

Small, mobile cranes for factory use. Transport, load concrete poles and crassarms. 4 ton lifting capacity. Diesel engine. 2 units. Requests detailed replies with price quotations. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

354 Metalworking machinery

AUSTRALIA—Engineers' tools, e.g., surface plates, gauges, lathe tools. Direct purchase and agency. E.P. Houghton, Pty., Ltd. (importer, wholesaler, agent), 379 Kent St., Sydney, N.S.W. WTD 2/24/66.

BELGIUM—Dresser tools for diamond industry. Max Wachstock (importer exporter), 60 Vestingstraat, Antwerp. WTD 3/9/66.

● **CEYLON**—Large quantity of metal cutting tools including twist drills, reamers, milling cutters, taps. Bid deadline Apr. 24. Chairman, Tender Board, Ceylon State Hardware Corp., 242 Havelock Rd., Colombo.★ (Telephone: 202-WO 7-5652).

EL SALVADOR—Machine tools to make textile combs, thread guides, frames, other parts, for looms. Requests replies in Spanish. Antonio Perez (industrialist), Calle Gabriela Mistral 566, San Salvador. WTD in preparation.

FRANCE—Machine tools; metal-forming and cutting machinery; lathes; milling machines, related equipment, light and medium duty, including portable electric tools for industrial uses, preferably of new types. Direct purchase, agency. Barbier & Besson, S.A. (dealer), 2 Blvd. Bonrepos, 31 Toulouse, Haute-Garonne. WTD 6/29/65.

Centerless grinding machines. Gear cutting machines. CODIMA, (Compagnie de Distribution de Machines) (wholesaler), 120 Grande Rue de la Guillotiere, 69 Lyon (7). WTD 3/2/66.

JAPAN—Diamond tipped radial saw blades to be used in cutting kerf in metal screws, bolts. Must be able to cut steel with hardness to 1038 ASA. Life of 50,000 cuts or more required with minimum burring. Blade size of 3¾ x 1/16 with ⅞″ hole required (100 mm. x 1.3 mm. x 22 mm.). Request prices. Tokai Screw Co., Ltd., (manufacturer), 25 Hachiryucho, 1-chome, Kita-ku, Nagoya. WTD 3/1/66.

KOREA—Plant equipment: 360-ton straight sided press; special press for making steel plate radiators from coiled steel strip; spot welder with electronic control unit; seam welder with electronic control unit. Requests catalogs, specifications, quotations. Chair Hung, Managing Director, Kyung Bang Co., Ltd., 53-1, 1-ka, Chungmu-ro, Chung-ku, Central P.O. box 114, Seoul. WTD in preparation.

PAKISTAN—Machine tools, twist drills, chucks, for use in workshop making sanitary fittings, electric fans. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala. WTD 3/2/66.

SOUTH AFRICA—Power-driven hand tools; electric, pneumatic tools. Direct purchase, agency. Cape Hardware & Tool Suppliers (importing distributor), 10 Lower Burg St., Cape Town, Cape Province. WTD in preparation.

TURKEY—Air hammer, with air compressor for flattening 30 mm. diameter round steel bars. Requests detailed replies with price quotations. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

355 Special industry machinery

GERMANY—Fully automatic machines for production of china, pottery. Ceramic processing, moulding machines. Direct purchase, sales agency for Europe. Reissmann Maschinen GmbH (dealer and installer of ceramic machines), 62 Wiesbaden, Taunusstrasse 63. WTD 3/3/66.

IRAQ—Complete plant for production of rubber foam for furniture. S. Mahrock & Abbawi Trading Co. (importer, wholesaler, agent), 12/9/1 South Gate, Near Mirjan Bldg., Baghdad. WTD in preparation.

NETHERLANDS—All kinds of textile machinery, e.g., machinery for spinning, weaving, finishing. Direct purchase, exclusive representation. Requests price lists, descriptive literature. Tattersall & Holdsworth's Machinefabrieken en Magazijnen "De Globe" C.V. (importer, manufacturer), 32 Oldenzaalsestraat, Enschede. WTD 4/16/65.

PAKISTAN—Complete plant (machinery, allied equipment) for manufacture of copper roller for textile printing machine. Importer requests quotations c&f Karachi. Direct purchase and agency. Merin, Ltd., Punjab National Bank Bldg., Annexe, McLeod Rd., (P.O. box 4145), Karachi 2. WTD in preparation.

Flour mill, capacity 20 tons/24 hr. Oil mill, capacity 25 tons/24 hr. Strawboard mill; Automatic brake kiln; Cold storage plants; Thread ball manufacturing machinery; Radio set bodies molding and repairing machines; Wool hosiery knitting machines; Packaging machinery for dry fruits. Abaseen Corp. (importing distributor), P.O. box 1053, Alkhush Bldg., Bank Sq., The Mall, Lahore. WTD 3/4/66.

Lithographic, off-set, platen machines, letter presses; engraving and plate printing machinery with accessories, spare parts; embossing plates; copper plates, steel dies; die stamping and cutting (paper converting) machinery. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

SWITZERLAND—Dairy machinery, cheese making machinery, equipment. Agency, direct purchase. Georg Nutt (importer, wholesaler), Fansruttistrasse 26, 3550 Langnau, Bern. WTD in preparation.

UGANDA—Semi-automatic bakery equipment, new or rebuilt; capacity 40,000 loaves of bread a day. Delivery date June 30, 1966. Kizito Bakery, (1965), Ltd., P.O. box 2088, Kampala. WTD 2/23/66.

VIET-NAM—Complete equipment for glass factory to produce annually 20 million units or 20,000 mt. of bottles, jars, vases. Industrial Development Center, (IDC) (government agency), 40-42 Nguyen Hue, Saigon.

356 General industrial machinery

FRANCE—Hydraulic jacks, industrial and other categories; hand-operated, wheel-type, power. Hoists, electric chain and air, related lifting and hoisting equipment for industrial uses. Direct purchase and agency. Barbier & Besson, S.A. (dealer), 2 Blvd. Bonrepos, 31-Toulouse, Haute-Garonne. WTD 6/29/65.

NIGERIA—Machine, new or used, for filling 1⅛ oz. cartons with laundry powder; machine for wrapping cartons. Quotations cif Lagos. Premier Trading Co., Ltd. (wholesaler, retailer), SW7/96A, Oke-Bola, P.O. box 337, Ibadan. WTD 2/26/66.

PAKISTAN—Ball bearings for use in manufacture of electric fans; approx. 150,000 pieces. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala. WTD 3/2/66.

THAILAND—Self-priming centrifugal pumps. Direct purchase, agency; prices cif Bangkok. Charoen Sang Phanich (1959) Co. (importer, wholesaler, manufacturers' agent), 155-6 Nakorn Kasem Bldg., Bangkok. WTD in preparation.

357 Office, computing, accounting machines

FRANCE—Office composing machines; typewriters; computing, accounting machines; for special use by industrial consultants. Direct purchase and agency. Technicomer—Societe Technico Commerciale des Machines Automatiques Modernes (manufacturer, importer, dealer), 4 Pl. de Valois, Paris 1er. WTD 1/18/66.

358 Service industry machines

BAHRAIN—Air conditioners, refrigerators. M. Tayeb Khonji and Sons (importer, retailer, wholesaler), P.O. box 33, Manama, Bahrain. WTD 3/6/66.

● **IRAN**—Supply of 2 units of washing machines, capacity approximately 5 kg, with triphase 380 volt 50 cycle electromotor. Tender No. 44/625, bid deadline April 28. Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2939).

KUWAIT—Central air-conditioning equipment. Direct purchase and agency. Abdulmajeed al-Gharabally (importer, retailer, wholesaler), P.O. box 101, Kuwait. WTD 11/22/65.

361 Electric transmission, distribution equipment

FRANCE—Electric measuring instruments, test equipment; power, distribution, specialty transformers; switchgear, switchboard apparatus: power switches, circuit breakers, power switching equipment for general industrial application. Direct purchase and agency. Etablissements Alfa-Colombes—Jean Pitard (manufacturer, dealer), 5 Ave. Carnot, Colombes (Hauts-de-Seine—92). WTD 11/2/65.

Electric, electronic measuring instruments, meters. Direct purchase, agency. Ste Commerciale d'Applications Industrielles & Brevets—S.C.A.I.B. (importer, wholesaler), 15 ave. de Segur, Paris 7e. WTD 10/7/65.

● **GREECE**—Supply of 6.6 kv switch pillars. Tender No. PAP/2316, bid deadline April 20. Public Power Corp., Athens—Piraeus Division, Purchasing Dept., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply of 6.6 kv metalclad switchboards for distribution network. Tender No. PAP/1154, 1209 bis, 2318, bid deadline April 18. Public Power Corp., Athens—Piraeus Division, 83-85 Academis St. Athens. (Attn.: Purchasing Dept.).★ (Telephone: 202-WO 7-4241).

● **IRAQ**—Supply and installation of materials for 11 kv overhead feeder between Jwaymeesa (Swaira Qadha) and Swaira cotton farm and low voltage network in Swaira cotton farm, Kut Liwa. Tender No. 14, bid deadline April 12. Terms and specifications may be obtained from the Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad, upon payment of $15.40 per set, plus $1 for mailing. Copy of terms and specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

KOREA—Hot-line maintenance equipment, tools for use in power transmission, distribution lines. Direct purchase, agency. Ewon Industrial Co., Ltd. (offer agents), I.P.O. box 2468, Seoul. WTD 2/23/66.

● **SUDAN**—Supply of following KWH electricity meters: 6,400 units of 5 amp., 240 volts; 75 units 10 amp., 415/240 volts; 325 units 25 amp., 415/240 volts; 165 units 50 amp., 415/240 volts. Tender No. CEWA/E/332/66, bid deadline extended from March 31 to April 10 (INTERNATIONAL COMMERCE, March 21, p. 32). Central Electricity & Water Administration, Republic of the Sudan, P.O. box No. 1380, Khartoum.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

FRANCE—Arc-welding apparatus, machinery, accessories, including electrodes (a.c., 50 cycles; 1, 3 phase; voltage 220/280), related equipment, including arc welder generators, transformers. Direct purchase, agency. Barbier & Besson, S.A. (dealers), 2 Blvd. Bonrepos, 31-Toulous, Haute-Garonne. WTD 6/29/65.

Rectifiers, electrical apparatus; electronic controls. Direct purchase and agency. Ste Commerciale d'Applications Industrielles & Brevets—S.C.A.I.B. (importer, wholesaler), 15 ave. de Segur, Paris 7e. WTD 10/7/65.

Electronic industrial controls; electronic marking for polychrome printing. Direct purchase and agency. Etablissements Alfa-Colombes—Jean Pitard (manufacturer, dealer), 5 ave. Carnot, Colombes (Hauts-de-Seine—92). WTD 11/2/65.

Instruments for detecting defects in cables; electronic speed controllers. Requests replies in French. Societe Francaise de Materiel Electrique—S.F.M.E. (manufacturer, dealer), 62 rue Denis Papin, 93 Pantin (Seine St Denis). WTD 7/29/65.

GERMANY—Contactors (electronic switch), 3 conductors, for 400 cycles, up to 63 amps. Prices fob. Requests replies in German. Heinrich Reinhardt (sales agent), 67 Ludwigshafen/Rhein, Sachsenstrasse 23. WTD 3/3/66.

● **TURKEY**—Supply 80 diesel generator sets, air cooled, 8-10 kva, 220/380 volt complete with control panel. Tender No. 4075.2/66-13, bid deadline May 2. Petrol Ofisi Genel Mudurlugu, Malzeme Mudurlugu, Ankara, (General Directorate of Petrol Office). Specifications may be obtained from the above, free of charge.★ (Telephone: 202-WO 7-4241).

363 Household appliances

BELGIUM—Water heaters, all types, for domestic uses—in kitchens, bathrooms. Werkhuizen A. Claeys-Flandria (manufacturer, exporter), Kortrijksesteenweg, Zwevezele. WTD in preparation.

FRANCE—Electric household appliances, such as refrigerators, dishwashers, laundry washing machines, vacuum cleaners, floor waxers, cooking equipment, kitchen gadgets. Direct purchase and agency. Requests replies in French. Roger Pellegrin (dealer, sales agent), 59 rue de la Republique, 31 Toulouse, Haute-Garonne. WTD 3/3/66.

HONDURAS—Household cooking equipment: kerosene stoves, ranges. Requests replies in Spanish. Distribuidora Excelsior (wholesaler, retailer), Apartado Postal No. 592, San Pedro Sula. WTD in preparation.

IRAQ—Evaporative air coolers; gas kitchen ranges; gas and kerosene heaters. S. Mahrock & Abbawi Trading Co. (importer, wholesaler, agent), 12/9/1 South Gate, Near Mirjan Bldg., Baghdad. WTD in preparation.

NEW ZEALAND—Cordless or electric slicer knife units without blades; 50 cycles, 240 volts A.C. Cutlerycraft Co. (importer, manufacturer), P.O. box 2050, Auckland. WTD in preparation.

SOUTH AFRICA—Small refrigerators for use in commercial fishing vessels with crews of about 10 persons. Direct purchase, agency. Steve Chiappini, (Pty.), Ltd. (manufacturers' agent, distributor), 710 Security Bldg., Exchange Pl., Cape Town, Cape Province. WTD 2/28/66.

SWITZERLAND—Room air conditioners, ventilators, electric air heaters (infrared), air humidifiers, all kinds of household appliances, technical novelties. Direct purchase and agency. Hans Sonderegger, Jr., Aussenhandel, Haus Hagrose, Rosenberg (importer), Postfach 79, 9410 Heiden/Appenzell. WTD 2/28/66.

364 Electric lighting, wiring equipment

AUSTRALIA—Lamps; lighting fixtures. Mervyn Fine, Emfine Furnishing Co., Pty., Ltd. 44 Sydenham Rd., Marrackville, N.S.W. WTD 12/16/65.

DUBAI—Vehicular lighting equipment. Direct purchase and agency. Obaid Mohamed al-Mansoori & Bros. (importer, retailer, wholesaler), P.O. box 173, Dubai, Trucial States. WTD 3/6/66.

FRANCE—Hand portable flashlights; photographic flashlight bulbs. Direct purchase and agency. S.I.T.O. (Societe Industrielle de Technique Optique) (importer, dealer), 12 rue de l'Avenir, 94 Fontenay-sous-Bois (Val-de-Marne). WTD in preparation.

PAKISTAN—Leatheroids for use as insulating material in manufacture of electric fans. Anwar Industries (importing distributor, manufacturer), Grand Trunk Rd., 40th Mile Stone, Gujranwala. WTD 3/2/66.

● **TRINIDAD, W.I.**—Supply of 2,550 totally enclosed fluorescent street lighting fixtures suitable for operation on 115 volt, 60 cycle system: 2,000 fixtures each complete with 2-20 watt lamps and quick start starterless ballasts; 250 fixtures each complete with 2-40 watt lamps and quick start, starterless ballasts; 300 fixtures each complete with 4-40 watt lamps and quick start, starterless ballasts. Tender No. 1071. Also supply of metal-clad ring main units suitable for 6,000 and 1,200 volts. Units composed of 15 automatic oil fuse switches and 35 non-automatic 400 amp. oil switches. Tender No. 1072. Bid deadline for both tenders is April 15. The Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4241).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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365 Radio, television receiving sets

FRANCE—Radio receivers; portable radio receivers; radio tuners; wired radio receiving set chassis. Direct purchase, agency. Vareduc-Comimex S.A. (importer, exporter, agent), 2 rue Joseph Riviere, Courbevoie (Hauts de Seine—92). WTD in preparation.

366 Communication equipment

FRANCE—Navigational electronic equipment. Direct purchase, agency. Etablissements Alfa-Colombes-Jean Pitard (manufacturer, dealer), 5 av. Carnot, Colombes (Hauts de Seine—92). WTD 11/2/65.

Commercial portable radio receivers; radio relay equipment: transmitter, receiver, transmitter-receiver; radio receiving, transmitting auxiliary equipment. Direct purchase, agency. Vareduc-Comimex S.A. (importer, exporter, agent), 2 rue Joseph Riviere, Courbevoie (Hauts de Seine—92). WTD in preparation.

● **IRELAND**—Supply and installation of automatic telephone exchanges. Bid deadline April 29. Engineer-in-chief, Contracts Section, Dept. of Posts & Telegraphs, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

FRANCE—Electronic components, consumer

types. Direct purchase and agency. Etablissements Charles Balloffet (importer, dealer, agent, commission merchant), 10 rue Pergolese, Paris 16e. WTD 1/18/66.

Electronic tubes; diodes—crystal, germanium, silicon; semiconductor devices; integrated circuits. Direct purchase, agency. Ste Commerciale d'Applications Industrielles & Brevets—S.C.A.I.B. (importer, wholesaler), 15 Ave. de Segur, Paris 7e. WTD 10/7/65.

● **NEW ZEALAND**—Electronic tubes, semiconductors, 19 types. Tender No. CAQ 49/66, bid deadline Apr. 6. Stores Manager, Department of Civil Aviation, Wellington.★ (Telephone: 202-967-4036).

SWITZERLAND—Audio devices; magnetic tapes; computer accessories. Direct purchase, agency. Eltrovis AG (manufacturers' representative, commission agent), Baarerstrasse 77, 6300 Zug. WTD 2/28/66.

● **VIET-NAM**—Electronic tubes, components, spare parts for tape recorders. Tender No. 2136-23026, bid deadline April 6. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Cable bids acceptable if formal bid airmailed prior deadline, and states that formal offer has been airmailed.★ (Telephone: 202-967-4036).

369 Electrical Machinery

BRAZIL—Complete or partial equipment for reconditioning of television receiving tubes. Semp-Radio e Televisao S.A. (manufacturer), Caixa Postal 4542, Sao Paulo. WTD 11/23/64.

DUBAI—Ignition systems, spark plugs, distributors, batteries for motor vehicles. Direct purchase, agency. Obaid Mohamed al-Mansoori & Bros. (importer, retailer, wholesaler), P.O. box 173, Dubai, Trucial States. WTD 3/6/66.

FRANCE—Electrotherapeutic, electromedical treatment apparatus; advanced techniques. Direct purchase and agency. Trophy, S.A. (manufacturer, dealer), 106 rue de la Jarry, Vincennes, Val-de-Marne (94). WTD in preparation.

● **GREECE**—Supply of 4 X-ray diagnostic machines, minimum output 500 ma, 125 kv, with manipulation table-transformer and two operating positions. Tender No. 3/66, bid deadline Apr. 13. Estimated value: $100,000. Institute of Social Insurance (IKA), Supply Dept., 8 Agniou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

● Supply of 60 pieces of short-wave diathermy apparatus, one supershort-wave diathermy apparatus; 10 basic metabolism recorders. Tender No. 40/65, bid deadline Apr. 19. Estimated value: $87,800. Institute of Social Insurance (IKA), Supply Dept., 8 Agniou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

IRAQ—Batteries for passenger cars, trucks. Direct purchase, agency. Haj Abdulla Al Sarraf (importer, wholesaler, retailer), Bank St., Baghdad. WTD 3/8/66.

Supply of X-ray films and fixing and developing materials including, but not limited to: X-ray films of various sizes; films for X-ray photo-fluorography; films for medical radiography; X-ray films for dental radiography; photo-fluorographic films. Tender No. 9/66, bid deadline April 10. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of 2,150 6-volt and 8,950 12-volt automotive batteries. Tender No. EME/3-66, bid deadline April 23. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4241).

371 Motor vehicles, equipment

DUBAI—Motor vehicle parts, accessories. Direct purchase, agency. Obaid Mohamed al-Mansoori & Bros. (importer, retailer, wholesaler), P.O. box 173, Dubai, Trucial States. WTD 3/6/66.

TRINIDAD—Road tank wagon trailer equipment, in knockdown form, for transporting gasoline, molasses in bulk. W. A. Barron & Co., Ltd. (general engineer, machinist), Cipero Rd., Cross Crossing, San Fernando. WTD 2/28/66.

TURKEY—Truck, 10 ton heavy duty for use in rough terrain, on and off road. 4-wheel drive. Equipped with power-operated steel wire rope drums. 2 units with essential spares. Requests detailed replies with fob & cif Izmir price quotations. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

Trucks, cement, for hauling 10 to 15 m^3 of loose cement, loaded by simple gravity flow. Capable of blowing cement to height of 50 ft. 2 complete units including compressor, hose, all accessories. Request detailed descriptions, price quotations. Betontas Sanayii T.A.S. (manufacturer), P.K. 424, Gaziemir, Izmir. WTD 11/2/65.

381 Engineering, laboratory, scientific instruments

AUSTRIA—Drafting instruments, machines; direct import or agency on commission basis. Requests replies in German. Dr. Ing. G. Heizer (importer, wholesaler, manufacturers' agent), Sophiengutstrasse 25, A-4020 Linz. WTD 3/7/66.

BRAZIL—One barrier-layer-cell photometer employing integrating sphere, its cell box with photocell and filters, integrating sphere about one meter in diameter, plus some standard lamps as source for Ulbricht sphere; one distribution or gonio photometer for obtaining candlepower distribution curves of lighting equipment. Prof. Edegard Dutra de Toledo, Escola Politecnica da Universidade de Sao Paulo, Praca Cel. Fernando Prestes 74, Sao Paulo.

● **GREECE**—Supply of one gyro-attachment theodolite. Tender No. 51343/66/2.18.66, bid deadline April 7. Bids invited by the General Naval Staff, Athens, Greece. Copies of tender terms and specifications available from the Royal Greek Embassy, Naval Attache, 2228 Massachusetts Ave. NW., Washington, D.C. 20008. Ref. No. 204/353.

PAKISTAN—Drawing, surveying instruments. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Temperature controls. Bell's Asbestos and Engineering, (Australia), Ltd. (importer, wholesaler), 52 Foveaux St., Sydney, N.S.W. WTD 2/24/66.

● **IRAQ**—Supply of 100 demolition test set instruments Mk. 1, to be used for making all necessary tests on electrical firing circuits. Tender No. DME/17-65, bid deadline Apr. 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

FRANCE—Photographic lenses; projection lenses. Direct purchase and agency. S.I.T.O., (Societe Industrielle de Technique Optique) (importer, dealer), 12 rue de l'Avenir, 94 Fontenay-sous-Bois (Val-de-Marne). WTD in preparation.

384 Surgical, medical, dental instruments

AUSTRALIA—Medical, surgical, dental equipment, supplies; related educational material. Direct purchase, agency. Ramsay Surgical, Ltd. (importer, wholesaler), 196 Berkley St., Carlton, Victoria. WTD 2/18/66.

AUSTRIA—Sanitary, orthopedic supplies, bandages, to supplement own production, sales program. Direct purchase, agency. Requests replies in German. Orthopaedisches Institut Ludwig Gassinger (manufacturer, wholesaler, retailer), Blindengasse 8, A-1080 Vienna. WTD 3/8/66.

THAILAND—Bandages, adhesive medical plasters, other surgical supplies. Cif Bangkok prices. The Public Dispensary Co. (importer, wholesaler, retailer), 629 New Rd., Samyek, Bangkok. WTD 3/14/65.

● **VIET-NAM**—Supply of surgical and hospital supplies including bandages, scissors, scalpels, needles, thermometers, forceps, gauze, compresses. Tender No. 2131-18026, bid deadline April 8. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment, supplies

AUSTRALIA—Pressure sensitive materials, e.g., vinyl, paper, cloth, metallic materials. The Sandusky, (Overseas), Co., Pty. Ltd. (importer, manufacturer), Box 253 G.P.O., Sydney. WTD 1/25/66.

FRANCE—Motion picture cameras; still cameras; projectors: still and motion picture. Sensitized films: motion picture and still camera. Direct purchase, agency. S.I.T.O. (Societe Industrielle de Technique Optique) (importer, dealer), 12 rue de l'Avenir, 94 Fontenay-sous-Bois (Val-de-Marne). WTD in preparation.

● **GREECE**—Supply of 500 motion picture projectors, 16-mm. suitable for sound and silent films, with optical and magnetic sound, complete with accessories and parts. Tender No. B/510/65, bid deadline April 26. Estimated value $183,000. Equipment intended for use in public schools. Ministry of Commerce, State Purchases Directorate "C", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

HONG KONG—Outdated and surplus aerial photographic film. J.L. Robinson & Co., Ltd. (importer, exporter, wholesaler, manufacturer, agency), P.O. box 802, Honk Kong. Cable: NOSNIBOR. WTD 12/4/64.

NIGERIA—Photographic, duplicating equipment. Direct purchase, agency. Dotun Okubanjo & Associates, Ltd. (commercial photography), 57A Marina, P.O. box 1973, Lagos. WTD 2/26/66.

387 Watches, clocks, clockwork operated devices

BELGIUM—Time controllers, electric, for home appliances. Hydropur p.v.b.a. (manufacturer, exporter), 298 Liersesteenweg, Herentals. WTD 3/1/66.

394 Toys, amusement, sporting goods

BAHRAIN—Games, toys, dolls, other indoor amusement articles. Gulf Store (importer, retailer, re-exporter, wholesaler), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

LUXEMBOURG—Wooden bowling balls, 5 to 7 in. diameter. A. & G. Clement (importer, retailer), Case Postale 66, Luxembourg/Gare. WTD 12/22/65.

PAKISTAN—Childrens vehicles, e.g., velocipedes, tricycles, baby carriages, strollers, go-carts, play carts; other outdoor wheel goods, vehicles for children. British Motor Works (importing distributor), Y.M.C.A. Bldg., The Mall, Lahore. WTD 3/2/66.

395 Pens, pencils, office, artists' materials

AUSTRALIA—Pencils, ball-point pens suitable for use as souvenirs (in some cases, the importer would suggest design and have it put on by U.S. manufacturer). Arthur Shepherd & Co. (importer, distributor), 661 George St., Sydney, N.S.W. WTD 10/12/65.

PAKISTAN—Fountain pens; ball point pens, pencils, mechanical pencils, parts, refill cartridges; lead pencils, crayons, carbon paper, marking devices, paint boxes, colors. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

396 Costume jewelry, novelties, buttons, notions

BAHRAIN—Costume jewelry, costume novelties, all kinds. Gulf Store (importer, retailer, wholesaler, re-exporter), P.O. box 416, Bahrain, Arabian Gulf. WTD 4/7/65.

SAUDI ARABIA—Costume jewelry, costume novelties, all kinds. East and West Store (importer, retailer, wholesaler), P.O. box 303, al-Khobar. WTD 3/6/66.

399 Manufacturing industries

AUSTRALIA—Hard floor coverings, e.g., vinyl, linoleum. Bolton's Trading Co., Pty., Ltd. (importer, wholesaler), 662-664 Botany Rd., Alexandria, N.S.W. WTD 3/2/66.

AUSTRIA—Art goods of wood, other materials, of type used as gift items, for home decoration. Handelsagentur Mitraco, Friedrich Bauer (sales agent), Pfluggasse 4, A-1090 Vienna. WTD 3/8/66.

PAKISTAN—Globes, geographical. Ferozsons, Ltd. (importing distributor, manufacturer), 60 The Mall, Lahore. WTD 3/2/66.

SWITZERLAND—Full line of brushes for household and industry use—pure bristle, synthetic, celluloid, plexiglass: brooms, hairbrushes, toilet brushes, window brushes, paint brushes, car brushes, cleaning brushes. Direct purchase, agency. Burstenfabrik Ebnat-Kappel AG (manufacturer), 9642 Ebnat-Kappel. WTD 2/28/66.

501 Motor vehicles, automotive equipment

AUSTRIA—Technical novelties in automotive field, other than rubber goods. Direct purchase, agency. Max Gruebl (importer, wholesaler, manufacturers' agent), Neuer Markt 2, Postfach 274, A-1015, Vienna. WTD 3/7/66.

503 Dry goods

HONDURAS—Cotton, rayon remnants for manufacture of women's lightweight dresses. Centro Cooperativo Tecnico Industrial (importer), Attn.: Ing. Manuel Crespo, Edificio Cantero, Tegucigalpa.

SAUDI ARABIA—Women's plastic beach bags; apparel accessories, blouses, costume jewelry, handbags, gloves, knitwear. Shoes of all kinds and sizes, bathing suits, trunks for men, women, children. East and West Store (importer, retailer, wholesaler), P.O. box 303, al-Khobar. WTD 3/6/66.

509 Wholesalers

FRANCE—Stationery, office, school supplies of all categories, including new office gadgets, suitable for sale in France. Agency, direct purchase. Requests replies in French. Francois Parot (Papeterie de l'Ouest) (wholesaler), 3 rue Jeanne d'Arc, 17 Royan, Charente-Maritime. WTD 2/28/66.

781 Motion picture production, distribution

KUWAIT—TV films. Ahmad Mohamad el-Wazzan (importer, retailer, wholesaler, commission agent), P.O. box 165, Kuwait. WTD 11/2/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

SOUTH AFRICA—High density compressed U.S. upland raw cotton. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town, Cape Province. WTD 2/16/66.

201 Meat products

ITALY—Canned meat, poultry, small game. Rag. Edgardo Gualla (agent), Corso Dante 40, Torino. WTD 3/9/66.

203 Canning, preserving foods

FRANCE—Canned food products: fruits, fruit juices; crab meat. Requests replies in French. Jean-Pierre Bonnafous (sales agent), 72 rue des Menuts, Bordeaux (33), Gironde. WTD 3/3/66.

ITALY—Canned sea foods, fruits, vegetables, preserves, jams, other specialties. Rag. Edgardo Gualla (agent), Corso Dante 40, Torino. WTD 3/9/66.

209 Food preparations

SOUTH AFRICA—Canned pie fillings. A. Blomson (manufacturers' agent), P.O. box 3920, Cape Town, Cape Province. WTD 2/16/66.

220 Textile mill products

FRANCE—Non-woven fabrics of all kinds for ready-to-wear industry. Requests replies in French. Louis Aufrere (importer, agent), 30 rue du Chateau, 92 Neuilly-sur-Seine. WTD in preparation.

229 Textile goods

SOUTH AFRICA—Nylon laces for use as trimmings on blouses, dresses. H. Caspari (manufacturers' agent), P.O. box 790, Cape Town, Cape Province. WTD 2/23/66.

232 Men's, youths', boys' furnishings

ITALY—Men's sportswear: shirts, trousers, jackets. Riniero Rocchi (distributor), Via Torino 61, Milan. WTD in preparation.

239 Fabricated textile products

SOUTH AFRICA—Babies' blankets of various compositions. A. Blomson (manufacturers' agent), P.O. box 3920, Cape Town, Cape Province. WTD 2/16/66.

262 Paper mills

ITALY—Kraft liner in rolls. Ondulcart, S.p.A. (manufacturer), Via Vittorio Emanuele, Fagnano Olona (Varese). WTD 1/19/66.

273 Books

PAKISTAN—Books, educational, scientific, technical. Importer requests quotations c&f Karachi. Karachi Education Society, Haroon Chambers, South Napier Rd., P.O. box 4866, Karachi. WTD 2/23/66.

274 Publishing

PAKISTAN—Maps, charts for use in schools, colleges, universities. Importer requests catalogs, quotations c&f Karachi. Karachi Education Society, Haroon Chambers, South Napier Rd., P.O. box 4866, Karachi. WTD 2/23/66.

281 Industrial chemicals

PAKISTAN—Coal tar dyes, pigments. Importer and manufacturers' agent requests quotations c&f Karachi. Jeyemby Dye Pigment Corp. (A Div. of Jeyemby Combine), P.O. box 4646, 62 Motan Bldg., Bunder Rd., Karachi 2. WTD 10/22/64.

Chemicals for textile industry. Importer requests quotations c&f Karachi. Amin Feroz and Co., 120 Serai Rd., P.O. box 4244, Karachi 2. WTD 11/3/64.

SOUTH AFRICA—Borax (USP); boric acid (USP); tetrasodium pyrophosphate; citrus pectin, slow set, 150 grade. A. Blomson (manufacturers' agent), P.O. box 3920, Cape Town, Cape Province. WTD 2/16/66.

283 Drugs

DOMINICAN REPUBLIC—Drugs, cosmetics, chemical, veterinary products. Desires exclusive representation. J. M. Hernandez & Co., C. por A. (manufacturer, distributor), Apartado Postal 241, Calle 32 Esquina Avenida Maximo Gomez, Santo Domingo. WTD in preparation.

287 Agricultural chemicals

PAKISTAN—Fertilizers, ammonium sulfate, urea; triple super-phosphates; complete mixtures. Requests quotations c&f Karachi. Taseer Sons (importer, manufacturers' agent), 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

Agricultural fertilizers: ammonium sulfate, urea, other kinds. Agricultural pesticides, fungicides, rodenticides, herbicides. Importer and manufacturers' agent requests quotations c&f Karachi. Jeyemby Dye Pigment Corp. (A div. of Jeyemby Combine), P.O. box

4646, 62 Motan Bldg., Bunder Rd., Karachi 2. WTD 10/22/64.

301 Tires, tubes

DOMINICAN REPUBLIC—Tires, tubes for motor vehicles. Importadora del Caribe, C. por A. (importer), Avenida John F. Kennedy, Apartado No. 1011, Santo Domingo. WTD in preparation.

307 Plastics products

FRANCE—Polyvinyl chloride coated table cloths. Requests replies in French. Linjvyl S.A. (importer, dealer), 2 rue de Paradis, Paris 10e. WTD in preparation.

322 Glass, glassware

AUSTRALIA—Candle holders of any and all materials. Geoff Penney (N.S.W.), Pty., Ltd. (importers, exporters, agents), P.O. box 15, Rozelle, N.S.W. WTD 2/28/66.

SOUTH AFRICA—Machine made or pressed glassware for domestic use. A. Blomson (manufacturers' agent), P.O. box 3920, Cape Town, Cape Province. WTD 2/16/66.

SWITZERLAND—Glass household kitchenware, gift items, fancy goods, novelties. Bosshardt & Co., Ltd. (importer, manufacturers' representative), Industriestrasse 17, 6000 Luzern. WTD 3/2/66.

326 Pottery, related products

AUSTRALIA—Candle holders of any and all materials. Geoff Penney (N.S.W.), Pty., Ltd. (importer, exporter, agent), P.O. box 15, Rozelle, N.S.W. WTD 2/28/66.

Household chinaware, tableware. Australia Intertade (importer, wholesaler, distributor), 22 Walmsley St., Kangaroo Point, Brisbane, Queensland. WTD 8/9/65.

SWITZERLAND—Porcelain, china household kitchenware, gift items, fancy goods, novelties; full line of china, pottery. Bosshardt & Co., Ltd. (importer, manufacturers' representative, Industriestrasse 17, 6000 Luzern. WTD 3/2/66.

331 Steel mill products

IRAQ—Ductile pipes, fittings. Direct purchase, agency. Furat Trading Co. (importer, wholesaler, retailer, exporter), 83 D/1 Sa'doun St., Baghdad. WTD 3/1/66.

PAKISTAN—Iron, steel products: mild steel sheets, billets, tin plate. Importer and agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

Iron, steel scrap; steel billets; tinplate. Importer requests quotations c&f Karachi. Adamali Mohamedali Lotia and Co., 17 Chartered Bank Chambers, McLeod Rd., Karachi. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Cables, telephone, telegraph. Importer and manufacturers' agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi. 2. WTD 2/25/66.

342 Cutlery, hand tools, general hardware

SOUTH AFRICA—Ornate cabinet hardware, pulls, handles, lock trims. A. Blomson (manufacturers' agent), P.O. box 3920, Cape Town, Cape Province. WTD 2/16/66.

349 Fabricated metal products

AUSTRALIA—Candle holders of any and all materials. Geoff Penney (N.S.W.), Pty., Ltd. (importer, exporter, agent), P.O. box 15, Rozelle N.S.W. WTD 2/28/66.

351 Engines, turbines

PAKISTAN—Engines, diesel, 750 r.p.m. and under. Importer and manufacturers' agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

352 Farm machinery

DOMINICAN REPUBLIC—General farm machinery, equipment. Importadora del Caribe, C. por A. (importer), Avenida John F. Kennedy, Apartado No. 1011, Santo Domingo. WTD in preparation.

353 Construction machinery

PAKISTAN—Road building equipment: road rollers, allied equipment. Importer requests catalogs, quotations c&f Karachi. Consolidated Commercial Co. Ltd., Garden Rd., P.B. 7217, Karachi 3. WTD 8/13/65.

Cranes, overhead, traveling electric. Importer and agent requests catalogs, quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

355 Special industry machinery

PAKISTAN—Wheat flour-mill machinery. Importer requests catalogs, quotations c&f Karachi. Adil Bros., Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

SOUTH AFRICA—Fish handling machinery: processing, filleting, nobbing, for fish canning, frozen fish industry. Steve Chiappini, (Pty.) Ltd. (manufacturer's agent, distributor), 710 Security Bldg., Exchange Pl., Cape Town, Cape Province. WTD 2/28/66.

356 General industrial machinery

PAKISTAN—Air compressors, portable and stationary. Importer requests quotations c&f Karachi. Consolidated Commercial Co., Ltd., Garden Rd., P.B. 7217, Karachi 3. WTD 8/13/65.

SOUTH AFRICA—Centrifugal pumps. A. Blomson (manufacturers' agent), P.O. box 3920, Cape Town, Cape Province. WTD 2/16/66.

357 Office, computing, accounting machines

FRANCE—Electrostatic copying machines. Ateliers Bariquand & Marre (importer, wholesaler, retailer, agent), 79 Ave. Aristide-Briand, 94 Arcueil, Val-de-Marne. WTD 3/12/65.

NETHERLANDS—All types of mail handling equipment. Pretec Precisie Techniek N.V. (representative) 7 Wilgenlaan, Zwanenburg. WTD 2/22/66.

358 Service industry machines

PAKISTAN—Commercial, packaged air conditioners. Elahee Buksh & Co., Ltd. (importer, exporter, wholesaler, manufacturers' agent), EBCO Chambers, 9-K South Motijheel Rd., Dacca 3, East. WTD 4/30/65.

361 Electric transmission, distribution equipment

FRANCE—Electrical instrument relays; laboratory agitators; laboratory pumps; evaporators; change-over relays. Societe Interrupt (manufacturer, dealer), 23 rue des Cendriers, Paris 20e. WTD 2/25/66.

PAKISTAN—Switchgear, switchboard apparatus, power transformers, electric transmission equipment, supplies. Importer and manufacturers' agent requests catalogs, quotations c&f Karachi. Intrafin, (Pakistan), 1963 Ltd., 2nd Fl., Tavern, Hotel Metropole, P.O. box 3960, Karachi 4. WTD 2/9/65.

SOUTH AFRICA—Spectrum analysers for testing H.F. sinble sideband transmitters. Electrolink, (Pty.), Ltd. (manufacturers' agent), P.O. box 1223, Cape Town, Cape Province. WTD 9/10/65.

362 Electrical industrial apparatus

FRANCE—Electronic speed controllers; electric power relays; 10 to 100 watt asynchronous motors; speed reducers. Societe Interrupt (manufacturer, dealer), 23 rue des Cendriers, Paris 20e. WTD 2/25/66.

PAKISTAN—Generators, alternating current; 2,000 kw. and over. Importer and manufacturers' agent requests quotations c&f Karachi. Intrafin, (Pakistan), 1963, Ltd., 2nd Fl., Tavern, Hotel Metropole, P.O. box 3960, Karachi 4. WTD 2/9/65.

363 Household appliances

SWITZERLAND—All types of electrical, manual household appliances, equipment; related items. Bosshardt & Co. Ltd. (importers, manufacturers' representatives), Industriestrasse 17, 6000 Luzern. WTD 3/2/66.

366 Communication equipment

FRANCE—Electronic control, detection, testing equipment for use in industrial processes; importing sales agent seeks agency for France and Common Market countries. Elcowa, S.a.r.l., 49 rue de l'Isle Napoleon, 68 Mulhouse. WTD 3/1/66.

PAKISTAN—Signals, railroad, electric. Importer and manufacturers' agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

Radio, television broadcasting equipment. Importer and manufacturers' agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi 2. WTD 2/25/66.

367 Electronic components, accessories

FRANCE—Electronic relays. Societe Interrupt (manufacturer, dealer), 23 rue des Cendriers, Paris 20e. WTD 2/25/66.

371 Motor vehicles, equipment

DOMINICAN REPUBLIC—Motor vehicle parts, accessories. Importadora del Caribe, C. por A. (importer), Avenida John F. Kennedy, Apartado No. 1011, Santo Domingo. WTD in preparation.

Automobile, truck parts, accessories. Requests replies in Spanish. Casa Nadal, C. por A. (importer, retailer), 30 de Marzo No. 6, Apartado No. 1172, Santo Domingo. WTD in preparation.

PAKISTAN—Truck tractors, civilian, automotive. Importer and agent requests quotations c&f Karachi. Taseer Sons, 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

Automotive replacement parts. Importer requests catalogs, quotations c&f Karachi. Alam, Ltd., Bank House No. 1, Habib Sq., Bunder Rd., Karachi. WTD 12/21/64.

Automotive replacement parts, electric, other kinds. Importer requests catalogs, quo-

tations c&f Karachi. Capital Trade Corp., 8 Rehman Ct., Grieg St., Plaza Sq., Karachi. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Thermostats. Societe Interrupt (manufacturer, dealer), 23 rue des Cendriers, Paris 20e. WTD 2/25/66.

Automatic temperature control devices, radiation detection devices, industrial process instruments; importing sales agent seeks agency for France and Common Market countries. Elcowa, S.a.r.l., 49 Rue de l'Ile Napoleon, 68 Mulhouse. WTD 3/1/66.

NEW ZEALAND—Remote control, telemetering equipment for controlling electric power substations, water and sewage pumping stations operated by public authorities. Plessey, (New Zealand), Ltd. (importer, manufacturer), P.O. box 6040, Auckland; attn: Mgr., Systems Division.

386 Photographic equipment

SOUTH AFRICA—X-ray film; desires agency for South Africa. Rowland Chute & Co., (Pty.), Ltd. (manufacturers' agent), P.O. box 1193, Cape Town. WTD 8/7/64.

391 Jewelry, silverware, plated ware

AUSTRALIA—Candle holders of any and all materials. Geoff Penney, (N.S.W.), Pty., Ltd. (importers, exporters, agents), P.O. box 15, Rozelle, N.S.W. WTD 2/28/66.

394 Toys, amusements, sporting goods

AUSTRALIA—Games for children and adults: puzzles, dominos, bingo, dice, marbles, poker chips, checkers, chess. Stuffed fur toys. All types of wholesale toys, especially mechanical, battery operated, friction drive. Australia Intertrade (importer, wholesaler, distributor), 22 Walmsley St., Kangaroo Point, Brisbane, Queensland. WTD 8/9/65.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

MEXICO—Rum; commission sales. Sheldon Sander (manufacturers' representative), Presa Don Martin No. 146, Col. Irrigacion, Mexico 10, D.F. WTD 3/8/66.

213 Tobacco, snuff

● **IRAN**—West Azarbayjan Bassma tobacco, 4,000 tons. Bid deadline May 10. Iranian Tobacco Monopoly, Foreign Transactions Dept., Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-4794).

283 Drugs

GERMANY—Spraying agents against: picking of feathers and poultry cannibalism; pig fighting and pigtail biting. Quotations fob Hamburg or Bremen. Vigor Gesellschaft mbH. (importer, exporter, manufacturer, wholesaler), 2 Bornstrasse or Postfach 1108, 46 Dortmund. WTD 3/4/66.

289 Chemical products

ISRAEL—Fluorine salts; potassium fluoride; potassium bifluoride; potassium-borofluoride (fluoborate); potassium titanofluoride (fluotitanate). For use principally as solder and brazing flux compositions; grain refining agents in the aluminum and magnesium industry; fillers in grinding industry; wheels and other abrasives; for wood preservative formulations and in organic synthesis. Chemicals and Phosphates (manufacturer), P.O. box 1428, Haifa. WTD 9/10/65.

311 Leather tanning, finishing

PAKISTAN—Bark tanned and blue chrome goat, sheep, and buffalo skins. Barkat Ali Salahuddin (manufacturer), 25 Chamberlain Rd., Lahore. WTD 3/2/66.

328 Cut stones, stone products

BRAZIL—Brazilian facing stones, principally of quartzite, various colors, suitable for fireplace facing, internal flooring or external terrace surfacing in areas where there is no freezing. Desires to contact building materials wholesalers. Mibraco Mineracao Brasileira Comercial, Ltda. (wholesaler, agent), Avenida Graca Aranha 174, 5° andar, grupo 514, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 3/2/66.

353 Construction machinery

FRANCE—Hydraulic cranes (truck, tractor or trailer-mounted, also stationary equipment), heavy-duty, for public works, construction, and related operations; boom-span from 15 to 25 ft.; capacity 3,200-3,400 kg. Trade name "Monda", patented equipment. Descriptive leaflet, text in French, available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. S.O.M.A.C.O. (anc. Ets. Causse) (dealer), Boite Postale No. 2024, Nationale 20 (Zone Industrielle) 31 Fenouillet-Toulouse, Haute-Garonne. WTD 1/24/66.

399 Manufacturing industries

FRANCE—Feathers and down (goose, duck, others), processed, for bedding. Wholesale exportation, preferably direct to consuming industries. Pinel & Cie. (processor, wholesaler, exporter), 14 Blvd. Denfert-Rochereau, 31 Revel, Haute-Garonne. WTD 2/28/66.

Iceland requests quotations on four sports arenas

Innkaupastofnun Rikisins, the Icelandic Government Purchasing Agency, Borgartuni 7, Reykjavik, Iceland, wants price quotations and descriptive brochures on prefabricated structures suitable for sports events.

Information should be in the hands of the Purchasing Agency before April 10.

Four basic types of sports halls are involved: two with spectator stands (floors 44 x 22 meters and 33 x 18 meters), and two without stands (floor 44 x 22 meters and 33 x 18 meters).

A copy of the description of the proposed halls and drawings of the four types desired is available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Clive Andrew Harpcher and Warwick Lionel Lane, of Paint Industries (Aust.) Pty. Ltd., 9-15 Bennett St., Mortlake, N.S.W., **interested in meeting with U.S. paint manufacturers with the view to negotiating a licensing agreement and requesting technical information.** March 31 via Honolulu for 6 weeks. c/o Department of Commerce Chicago Field Office. Itinerary: San Francisco, Los Angeles, Honolulu, Las Vegas, Kansas City, Chicago, Evansville, Ind., Louisville, Ky., Dayton and Cleveland, Ohio, Pittsburgh, Richmond, Va., Washington, Baltimore, Philadelphia, New York. WTD 1/20/65.

ISRAEL—Joseph Giveon of Joseph Giveon & Sons, 105 Hahashmonaim St., Tel Aviv, **interested in buying and establishing an exlusive agency with U.S. firms not yet represented in Israel for electronic equipment,** such as semiconductors, instrument kits, military service type connectors, coaxial shielded and microphone cables, TV antennas of high quality. March 20 via New York for 1 month. c/o Johnston International Publishing Corp., 386 Park Ave., New York 16, N.Y. Itinerary: New York, Chicago, Boston, Philadelphia, Los Angeles, others depending on Department of Commerce suggestions. WTD 1/6/65.

NEW ZEALAND—H. K. (Jock) Stevenson, Secretary of the Napier Development Assn. (Inc.), Bowman Bldg., Tennyson St., Napier, **interested in visiting port facilities, meeting with industrial development officials of moderate-sized communities active in industrial development techniques and strategy; park and playground developments, locating suppliers of unique playground equipment; marine life park developments.** April 12 via New York until April 26. c/o Dept. of Commerce Field Offices en route. Itinerary: New York; Seattle for Annual Conference of America Industrial Development Council, Inc., April 17-20; Los Angeles; San Diego; Honolulu.

SWITZERLAND—Dezso Toth, Developing Engineer, The Longines Watch Co., Francillon SA, 2610 St. Imier, **interested in making contacts with firms making video-recorders for industrial applications and computers and data processing equipment,** both to be used for timing and chronometering, and requesting technical information on above subjects. March 16 via New York for 3 weeks. c/o Longines-Weitnauer, 780 Fifth Ave., New York, N.Y. 10036. Itinerary: New York; Sunny Vale, Calif. WTD in preparation.

UAR—Hassan El Abd, on behalf of Akhbar al Yom Publishing House, Cairo, UAR, **interested in obtaining articles and advertising from prominent U.S. industrialists for a special UAR publication devoted to the United States.** March 14 for 5-6 weeks. c/o Office of UAR Commercial Minister, 2215 Wyoming Ave. NW. Itinerary: New York, Washington, Pittsburgh, others to be arranged.

Bid deadline extended on three Mozambique bridges

The Mozambique Office of the Director of Public Works and Transports has extended the bid deadline from March 2 to March 31 (9 a.m.) for construction on three important highway bridges (INTERNATIONAL COMMERCE, Feb. 7, p.24).

These bridges, estimated to cost over $2.3 million, are to be constructed over the Save River (2,854 feet long); the Buzi River (1,600 feet long), and the Revue River (1,045 feet long).

Bid specifications and drawings can be examined during office hours at the office of the Secretary, Public Works and Transport, Lourenco Marques.

Interested construction firms should submit bids in Portuguese to the Special Committee for this project at the Public Works and Transport Office.

Chile issues two lists of needed electronic parts

The Depto. Central de Adquisiciones, Universidad de Chile, has issued two lists of needed electronic spare parts, numbered Cot. Priv. 43 and 44. Parts are required for General Radio, Heath, Hewlett-Packard, Collins, and Tektronix equipment.

Offers under these requests must be received by April 7 at Alameda 1058, Oficina 240, Santiago, Chile.

Loan copies of the requests, in Spanish, are available to firms located in the U.S. from the Electronics Div., BDSA 6420, Room 4125, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Iraq's armed forces need insignia-making machines

The Republic of Iraq's Armed Forces Attache, 3510 Garfield St., NW., Washington, D.C., is interested in receiving descriptive brochures, price quotations and other pertinent details on machinery capable of manufacturing the following items: brass rank insignia; insignia of corps and unit, to include colored shoulder patches, cap badges, and similar items; insignia of orders and brocade emblems.

The Embassy requests that interested firms indicate whether they can provide technicians to train locals in the use of their equipment.

Libya extends bid deadline on two radio transmitters

The Central Tenders Board, Ministry of Finance, Tripoli, has announced that the bid deadline for tenders to supply two radio transmitters (INTERNATIONAL COMMERCE, March 14, p. 28) has been extended from March 28 to April 25.

The specifications and conditions can be obtained from Office of the Ministry of Information and Culture in Tripoli or Benghazi.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—Construction of the new 25-story C$10 million Skyline-Ottawa Hotel by Campeau Construction Co., 2939 Base Line Rd., Ottawa, has begun.

Hotel officials say the 450-room structure will be ready in May, 1967. The hotel will be operated by the Skyline Hotel Chain, 655 Dixon Rd., Rexdale, Ontario. Twin office towers will also be built. The entire complex will have underground parking for 5,000 cars.

A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during December, January and February is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

FINLAND—(Fmk 10=$3.15). A report summarizing the findings of the "Survey on Transportation in Finland," completed recently by the Netherland Engineering Company (NEDECO) is available to U.S. firms on a 5-day loan from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. The report calls for a ten-year investment of Fmk 12.4 billion as follows: Fmk 9.5 billion for highways; Fmk 2.3 billion for railroads; Fmk 230 million for aviation, and Fmk 221 million for the Saimaa Canal. The canal, expected to cost over Fmk 300 million, is scheduled to be completed in 1968.

GERMANY—Plans have been announced for the construction of a large "Autohof" **parking lot and service facility for long-distance trucks** in West Berlin. Total cost of the project is estimated at $3 million. Construction will begin in the spring of 1967.

The project will cover a total area of 683,000 square feet, of which 580,000 square feet will be used as a parking lot for 1,000 long-distance trucks which are expected to use the area each day. Also included in the project are **truck service facilities, offices, overnight accommodations and food service facilities.**

The project will offer **sales opportunities to U.S. suppliers of modern truck** servicing equipment. Inquiries and offers should be directed to: Guterfernverkehrs-Genossenschaft Berlin GmbH., Nestorstrasse 8-9, 1 Berlin 31.

GREECE—The Ministry of Welfare is preparing to invite international tenders for procurement of about **20,000 small prefabricated homes** for housing earthquake victims. It has not been decided whether the entire quantity will be sought in a single bid or in multiple bids. Unavailable as yet are the specifications, terms, conditions, drawings and estimated cost of the project.

The bid (or the first if more than one) is expected to be issued soon, with a rather short deadline date of about a month, in view of the urgency of the procurement.

At this stage, inquiries should be addressed to: Mr. Stratos Papaefstratiou, Special Adviser to the Minister, Ministry of Welfare, 17 Aristotelous St., Athens, Greece.

HONG KONG—Television Broadcasts, Limited, 601 Union House, Hong Kong has been awarded the franchise to operate a wireless television service for Hong Kong. The firm has been granted a five-year monopoly which is renewable for two additional five-year periods.

The new service will compete with a wired, black and white TV service provided by Rediffusion (Hong Kong), Limited, which offers a little over six hours of English-language programs and about three hours of Chinese-language programs on separate channels. It is a 405-line system, wired to the whole Colony.

The new wireless service will operate on two separate channels in the UHF band, reportedly similar to the services of the British Broadcasting Corporation's second channel. There has been no mention of color programs to date.

Rediffusion plans to adapt its existing network to one capable of carrying at least six channels in either black-and-white or color.

IRAN—In January, Iran and the Soviet Union signed the long pending steel mill and gas pipeline agreement. Specifically the agreement calls for the construction of a 500,000 to 600,000-ton **steel mill,** with eventual capacity of 1.2 million tons a year. The Soviet Union will supply all the machinery, equipment and installations concerning the steel mill as well as all machinery and equipment for the development of the Baft iron mines and Kerman coal mines, and will cooperate in the technical and training operations of all activities concerning the construction and operation of the mill.

The Iranian Steel Corp. and other competent Iranian agencies will be directly responsible for the allocation of lime and fire clay quarries, and all operations outside the steel mill, such as the provision of water, power, railroad, and auxiliary buildings for the mill. The mill is to be commissioned in 1971.

The agreement also calls for a machine tool plant which will have an initial production of various machinery and products. In the second stage, output will be increased by 5-10,000 tons.

Under this agreement, Iran will deliver six million cubic meters of gas in the first year and 10 million within five years. Furthermore, the Iranian Government has agreed to build a 1,300-kilometer pipeline, including a 120-kilometer spur from the northern city of Saveh to Astara on the Soviet border. Reportedly, this section will be engineered by Soviet organizations.

The necessary compressors for the entire main pipeline will be delivered to Iran by the Soviet Union. The Soviet Government will also place at Iran's disposal all the necessary technical assistance such as building machinery and experts, for the construction of the Saveh-Astara section. Survey, engineering and construction of the first section, to Saveh, will be undertaken by the National Iranian Oil Company. Iran will also provide all the pipes required for the entire project, the installations for the gas, tele-communications, and automation equipment for the project. Reportedly, this Trans-Iranian pipeline is to cost about $300 million in addition to the $70-100 million that will be covered by Soviet credits.

Related to these projects will be the construction of the Shah-Abbas Dam and the Isfahan-Bafq and Isafhan-Kerman rail links. These three projects are estimated to cost over $100 million.

Total expenditures for all projects, including interest payments, is estimated at between $800 and $900 million over the next four or five years. Approximately one-third, or $286 million, is covered by the Soviet loan, which is to be repaid by Iranian exports, chiefly gas. Iranian earnings on the sale of gas to the Soviets will be used to purchase machinery, installations, industrial units, technical services and other commodities. Contact: U.S. Embassy, 260 Avenue Takti Jamshid, Tehran.

IRAQ—(ID = $2.80) The five contracts included in the May, 1964, tender for supply and construction of the Basra Pulp and Paper Plant were signed on February 17 by Mustafa Abdulla, Minister of Industry, with the following firms:

Contract No. 1—Complete pulp unit, awarded at ID 3,951,191 to Lurgi of West Germany; *Contract No. 2*—Complete paper mill unit, awarded at ID 6,567,870 to Escher-Wyss of West Germany; *Contract No. 4*—Complete water treatment and waste disposal unit, awarded at ID 538,800 to Lurgi; *Contract No. 5*—General civil and construction work, awarded at ID 4,452,920 to Modern Construction Co., a Lebanese firm with offices in the Pachachi Building, South Gate, Baghdad. The Director of the Baghdad office is Mr. Fernand Khoury; *Contract No. 6*—Industrial civil and construction work, awarded at ID 977,805 to Modern Construction Co.

Contract No. 3—For barges and other equipment to transport reeds from the marshes to the plant, will be announced in about a year and a half.

The over-all cost of the project is approximately 20 million dinars. The six contracts will total approximately 17 million, with the remaining 3 million for consultants' fees, working capital, training of workers, and miscellaneous expenses.

KUWAIT—The firm Kharafi Establishment (WTD dated 12/7/64, Mohamad Abdulmohsin al-Kharafi), probably the largest Kuwaiti construction company, is low bidder for construction of Kuwait's Corrective Institute for the Physically Handicapped, a project which will cost around $7 million. The firm, Kuwaiti in ownership and direction, with considerable foreign managerial staff, is in partnership with the Yugoslav contractors ENERGOPROJEKT in this project. Although the tender has not yet been formally awarded, Kharafi is seeking definite price quotations from potential suppliers on approximately $4 million in materials and equipment required for the institute.

Needed materials and equipment cover 30 categories, ranging from **building materials** to **theater equipment, classroom equipment, kitchen equipment,** and **TV/FM installations.** Items in all categories except cement should be of potential interest to U.S. suppliers. Because of the wide variety of items included and the potential purchaser's desire for precise quotations, the detailed specifications, broken down into broad categories, are available on 2-day loan from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Prices should be quoted directly by airmail to: Mr. B. H. Butler, Kharafi Establishment, P.O. Box 647, Kuwait, State of Kuwait.

MADAGASCAR—The planned construction of a large, modern **hospital in Tananarive** to replace the outmoded and very overcrowded existing state hospital there was recently announced. The new hospital will be constructed with funds provided by the EEC's European Development Fund.

According to the Health Ministry, bids on the new hospital will be let in the third quarter of 1966, with construction hoped to begin early in 1967. Construction should take approximately two and one-half years.

The Committee of the European Development Fund agreed to provide credits equal to $6.66 million for the project and/or $2.77 million for the renovation of the old hospital, making a total of $9.43 million.

Bids are limited to companies located in member and associate member countries of the Common Market.

The hospital is planned to be one of the most modern in Africa. It will consist of a complex of buildings, designed for functionalism. The principal hospital building will be of four stories, in a design resembling the teeth of a saw in order to permit maximum light to enter the rooms.

The hospital complex will be composed of the regular hospital, a technical section, and a polyclinic. There will be a laboratory center, a surgical section, a modern emergency and critical patient section, a physical therapy section for the physical reeducation of the ill, and a radio-isotope unit. The University's medical school will use the new hospital and will now include surgery among its offerings. There will also be buildings for some staff housing.

MALAYSIA—(M$3.05 = $1). Under its First Malaysia Plan, the Government has released a preliminary list of **133 principal projects**—programmed to start between 1966 and 1970—for which it requests foreign assistance. Total expenditures are estimated at more than $379 million and in broad, arbitrary categories involves $82 million for airport, seaport, railroad and highway projects; $183 million for hydro and thermal electric plants, irrigation projects, sewerage treatment, water supply; $52 million for hospitals, hotels, and housing projects; $36 million for industrial plant projects and; $23 million for miscellaneous equipment supply projects.

Projects are described briefly, for example:

No. 11. Ipoh City sewerage scheme (Perak); total cost of project, M$16 million. Foreign assistance required: detailed economic and engineering study, detailed design, project finance.

No. 40. Irrigation scheme in Besut, Trengganu (Stage II); total cost, M$16 million. Foreign assistance required: detailed design, project finance.

No. 50. Establishment of modern regional abattoir, Kajang; cost, M$4½ million. Foreign assistance required: engineering and economic feasibility study, and project finance.

No. 75. Microwave systems, multiplexing equipment, carrier on metallic pairs and tool circuits on metallic pairs and special cables and circuits; cost M$21 million. Foreign assistance required: equipment.

No. 81. Construction of two more deep water berths, Port Swettenham, North Klang Straits; Cost, M$27 million. Foreign assistance required: engineering studies, detailed design, project finance.

No. 110. Secondary schools in Sarawak; cost, M$24½ million. Foreign assistance required: technical and capital assistance.

The Malaysian Government would like to hear at the earliest possible date from all U.S. firms interested in participating in any of these projects. The complete list, which includes the Malaysian Government official and agency to whom correspondence should be directed, is available on 5-day loan to U.S. firms. **Write:** Trade Opportunities Staff, Room 4203, BDSA-6192, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675.

A **thermal power station** with an ultimate capacity of 480 megawatts is scheduled to be built at Port Dickson, Negri Sembilan, for completion by 1969. Tenders for the construction of piled foundations, structures, C.W. Marine intake works and other ancillary works for this power station are to be called shortly. Interested U.S. firms should submit formal application not later than April 18 from the London or Kuala Lumpur offices of Preece, Cardew & Rider: 8, 10, & 12 Queen Anne's Gate, London, S.W.1, or 7th Floor, Mercantile Bank Bldg., Kuala Lumpur, Malaysia. Initially, the station will be built with 120 megawatt power upon a reclaimed and leveled shore site.

NEW ZEALAND—Tenders are to be called shortly for **construction and materials handling equipment.** Specifically, nine electric overhead traveling cranes (two each, 75/7½ ton hot metal ladle; two each 7½ ton billet bay; one 20-ton galvanizing bay; two each, 7½ ton galvanizing despatch bay; one ton workshop; and one 5 ton stores) will be tendered in connection with the steel works to be built near Auckland by New Zealand Steel, Ltd.

Companies wishing to tender should make immediate application for documents, at the same time submitting details of their experience and qualifications to W. S. Atkins & Partners & McLellan & Partners, Woodcote Grove, Ashley Road, Epsom, Surrey, United Kingdom. Attention: Mr. L. T. Rumph. (Telephone Epsom 26140; Telex: 2-3497; Cables: Kinsopar, Epsom, U.K.) The New Zealand address of the firm is P.O. Box 6047, Auckland.

PARAGUAY—Contract in the amount of $923,117.25 awarded to Rocke International to equip and install a **100 kw. radio station** for the Paraguayan Government was publicly confirmed Feb. 1 with the publication of Decree 16,187.

THAILAND—(100 Baht = US$4.75). The Government has released a seven year highway development plan ('65-1971) for construction and asphalting of primary and secondary routes. Total expenditures levels indicate a total cost of 7.9 million baht and call for construction of 4,500 km. of highways and asphalting of 3,100 km. A summary of this plan, including statistical tables and maps is available on loan from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Ecuador calls for bids on microwave system

The Ecuadorean Military Junta has issued a decree authorizing the Minister of Public Works and Communications to call public bids for the supply and erection of a 600 channel microwave telephone link between Quito and Guayaquil.

The decree specifies that bidding firms must supply financing, and that interest charged on this loan be not more than 6%, with lower rates being preferred. It also states that the time period for repayment must not be less than five years beginning with the date of completion of the project. Payment of the loan will be guaranteed by the Government of Ecuador.

U.S. firms interested in bidding on this major project can obtain further information from the Ministerio de Obras Publicas y Comunicaciones, Quito, Ecuador.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-961/37

Calendar *for international traders*

BANNING, CAL.—April 6—Export Expansion Seminar. 9:30 a.m., Deutsch Co. Sponsors: Riverside and San Bernardino Counties Departments of Development; Los Angeles Field Office, Department of Commerce.

BIRMINGHAM, ALA.—Mar. 28—Export Seminar, Field Office. Sponsors: Birmingham Field Office, Department of Commerce; Alabama State Docks; World Trade Committee of Mobile Chamber of Commerce.

BOSTON—April 14—13th Annual New England World Trade Day Conference, Sheraton-Plaza Hotel. Sponsors: International Trade Assn. of New England, Inc.; Boston Field Office, Department of Commerce; REEC.

CARBONDALE, ILL.—April 6—Export Workshop, Southern Illinois University. Sponsors: Southern Illinois Inc.; REEC; Small Business Administration; World Trade Club; St. Louis Field Office, Department of Commerce.

CEDAR FALLS, IOWA—April 6—Foreign Trade Bureau of Chamber of Commerce, meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Mar. 29—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CHICAGO—March 31 — International Trade Club Special Interest Meeting, Credit and Collection Forum, Woodrow Wilson Room, 116 S. Michigan Ave.

CHICAGO—April 6—Meeting for Exporters, Field Office.

CHICAGO—April 12—Automotive Exporters' Club, Builders' Bldg.

CHICAGO—April 14—International Trade Club, luncheon, La Salle Hotel.

CLEVELAND—Mar. 30—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—April 11—Meeting on "Opportunities for U.S. Exporters and Investors in Central America, 10 a.m.-12 noon, Cleveland Electric Illuminating Co. Sponsors: REEC; Cleveland Field Office, Department of Commerce.

DALLAS—Mar. 30—Export Workshop, Field Office. Sponsors: REEC; Dallas Field Office, Department of Commerce.

DAYTON, OHIO—April 13—Export Expansion Seminar, Sheraton-Dayton Hotel. Sponsors: World Trade Committee of Chamber of Commerce; REEC; Cincinnati Field Office, Department of Commerce.

DAYTON, OHIO—April 15—Export Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; Cincinnati Field Office, Department of Commerce; REEC.

FT. LAUDERDALE, FLA.—April 14-15—5th Florida World Trade Conference, Pier 66. Sponsors: Florida State Chamber of Commerce; Florida Ports and Florida Trade Council; REEC; Department of Commerce.

FT. LAUDERDALE, FLA.—April 16—Joint Meeting of North and South Florida REEC, 8 a.m.

HONOLULU—Mar. 31—World Trade Assn. organizational meeting. Sponsors: Chamber of Commerce; REEC; Honolulu Field Office, Department of Commerce.

HONOLULU—April 8—REEC Meeting, 10 a.m., Alexander & Baldwin Bldg.

KANSAS CITY, MO.—April 12—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—April 14—Export Procedures Course (Documentation), 1st of four weekly sessions, 6:30 p.m., Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—April 14—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—April 21—Export Procedures Course, 6:30 p.m., Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

MEMPHIS—Mar. 29—Mid-South Exporters' Roundtable Seminar on Caribbean and Central America, Hotel King Cotton. Speaker: **Thomas K. Brewer, Bureau of International Commerce.** Sponsors: Memphis City Schools; REEC; Memphis Field Office, Department of Commrece.

MEMPHIS—April 7—Export Workshop on Procedures, Federal Office Bldg. Sponsors: REEC; Memphis Field Office, Department of Commerce.

MEMPHIS—April 20—Mid-South Exporters' Roundtable, Hotel King Cotton.

MIAMI—Mar. 30—Export Conference, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIDDLETOWN, CONN.—Mar. 30—Foreign Trade Workshop, 10 a.m.-12 noon, Chamber of Commerce, Middletown. Sponsors: Hartford Field Office, Department of Commerce; Chamber of Commerce; REEC.

MILWAUKEE—April 7—World Trade Club, annual meeting, Holiday Inn-Central.

NEWPORT, ORE.—April 27—Newport International Business Short Course, Marine Science Laboratory.

NEW YORK—Mar. 30—"Profits in Exports" meeting, Field Office. Sponsors: Industrial Safety Equipment Assn., Inc.; New York Field Office, Department of Commerce.

NEW YORK—April 5—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—April 14—"Profits in Exports" meeting. Field Office. Sponsors: National Outerwear and Sportswear Assn., Inc.; New York Field Office, Department of Commerce.

OAKLAND, CAL.—Mar. 31—Export Transportation Seminar, 9 a.m., Port of Oakland Bldg.

PHOENIX—April 14—Export Expansion Workshop, 10 a.m.-12 noon, Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—Mar. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

SALT LAKE CITY—Mar. 29—World Trade Assn. of Utah Quarterly, luncheon meeting, 12 noon, University Club.

SAN JUAN, P.R.—April 4—International Trade Meeting, 12:15 p.m., Sheraton Hotel. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.** Sponsors: REEC; Chamber of Commerce.

ST. LOUIS—April 11—Traffic Club Export Expansion Seminar, Statler-Hilton Hotel. Speaker: **Alan S. Boyd, Under Secretary of Commerce for Transportation.** Sponsors: Traffic Club; REEC; World Trade Club; St. Louis Field Office, Department of Commerce.

STATE COLLEGE, MISS.—April 15—Export Symposium on Latin America, Union Auditorium, Mississippi State University. Sponsors: Mississippi State University; Mississippi Marketing Council; Memphis Field Office, Department of Commerce.

WHITE PLAINS, N.Y.—April 13—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel, Sponsor: Chamber of Commerce.

WORCESTER, MASS.—April 4—Joint Dinner Meeting of Worcester Foreign Trade Council, Providence World Trade Club and Springfield Export Sales Managers Assn., Yankee Drummer Inn.

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